

Minority Business Enterprise Report

***Fiscal Year 2005
(July 1, 2004 – June 30, 2005)***



GOVERNOR'S OFFICE OF MINORITY AFFAIRS

***Robert L. Ehrlich, Jr., Governor
Michael S. Steele, Lieutenant Governor***

***Sharon R. Pinder, Special Secretary
Herbert Jordan III, Deputy Secretary***

www.mdminoritybusiness.com

IN MEMORIAM

During this reporting period, Maryland's minority business community lost several unsung heroes, six men who were role models for some of the state's most successful minority business owners. Governor Robert L. Ehrlich, Jr. and the State of Maryland dedicate this report to these fallen business legends.

1. **B. Tyrous (Terry) Addison**, President, Atlas Insurance Agency, Inc. In addition to working for the Federal government, Addison, an entrepreneur since 1960, created, operated and formed joint ventures in numerous businesses including a restaurant, tavern, travel agency and insurance company. At one time, he also held a partnership interest in The Forum Caterers. In 1983, he helped found The Presidents' Roundtable, a CEO organization that included some of Maryland's major Black-owned businesses.
2. **Robert L. Clay, Sr.** Starting with a small firm established by his father, Clay immediately grew a business with only \$2,500 in assets to a company worth more than \$1 million. As Clay's fortune grew, so did his zeal to promote other Black-owned businesses. As founder of Robert Clay Inc., a company he started in 1968, Clay complimented his personal success with a call to community service and became an advocate for Black equity in government contracts. In 1979, Clay founded the Maryland Minority Contractors Association. In 2003, Governor Robert L. Ehrlich recognized Clay's advocacy efforts and tapped him to be on the Governor's Commission to reform the State's Minority Business Enterprise (MBE) Program.
3. Thanks to owner **Westley Johnson**, a former Baltimore City police officer, the Five Mile House on Reisterstown Road became the premier watering hole and second office for many of Maryland's established and up and coming Black entrepreneurs in the 1980's and 1990's.
4. **Benjamin L. King, Sr.**, the first African American to pass Maryland's Certified Public Accountants' exam (1957), went on to open offices in Baltimore and Washington. In 1969, King was appointed to the Maryland State Board of Public Accountancy, which made him the first Black in the United States to serve on a CPA Board. The firm King established, King, King and Associates, P.A., is now owned by three of his children.
5. After a distinguished 28-year career with the Baltimore City Police Department, Col. **James Watkins** founded Watkins Security Agency in 1981. He served as Chairman of the Board of Directors of the Watkins Group, Inc. - five incorporated businesses that employ nearly 800 security officers - and later created the Watkins Security Agency of Washington, DC which serves an impressive list of government and private clients.
6. **Samuel T. Daniels**, a local leader in the civil rights movement, championed African American business enterprises and led the Prince Hall Masons for nearly four decades. In 1989 Mr. Daniels retired as executive director of the Baltimore Council for Equal Business Opportunity, a private organization that encouraged Black participation in business.

TABLE OF CONTENTS

	<u>Page</u>
I. Mission and Purpose	4
II. Executive Summary	6
III. Historical Overview of Maryland’s MBE Program	8
IV. Outreach Activities and Projects.	12
A. Activities	
B. Projects / Initiatives	
V. Analysis of Data & Procurement Activity – Prepared by Sage Policy Group	19
<i>Executive Summary</i>	20
A. Awards	21
• Performance Relative to Goals – Industry Classifications	
• Performance Relative to Goals – Sub-goals	
• Performance of MBE Classification Groups	
B. Payments	26
C. Analysis Conclusion	27
VI. Appendices.	28
MBE Procurement Award Reports, Payment Reports & Pie Charts	

I. MISSION STATEMENT

The Governor's Office of Minority Affairs (OMA) is a cabinet-level agency in the Executive Department of Maryland State Government. OMA's mission is to strengthen and advocate for Maryland's more than 250,000¹ minority and women-owned businesses. The agency is also responsible for establishing executive policy directives, overseeing the State's Minority Business Enterprise (MBE) Program for all 75 state agencies and making sure each agency achieves its MBE Program goals.

OMA is a "one-stop shop" for information and support to help women and minority businesses navigate the State's procurement and certification processes. The Office provides businesses with referrals to organizations and implements programs that help women and minority business owners receive the services they need to start, develop, and grow their companies.

OMA also sponsors conferences and seminars that provide information to minority entrepreneurs regarding various business opportunities with state government. The Office continues to act as an ombudsman for women and minority business owners throughout their entire business lifecycle.

OMA is also responsible for tracking and reporting each agency's MBE performance. This information is published annually in the MBE Report, which is submitted to the Governor and the Maryland General Assembly. The Annual MBE Report is available to the public upon request.

OMA's priorities are:

- Advising the Governor on key issues that impact minority communities.
- Developing MBE Program policy and procedures.
- Increasing MBE performance across the state.
- Enhancing outreach and service delivery to the small and minority business communities.
- Supporting and overseeing compliance with MBE programs in all state agencies/departments.
- Increasing the visibility and involvement of Maryland's minority community.
- Improving the State's ability to achieve and exceed its goals for economic development, business attraction and retention, job creation and preservation.
- Reducing discriminatory practices that lead to the underutilization of minority businesses.
- Increasing wealth and promoting self-sufficiency in minority communities.

¹ Small Business Profile: MARYLAND, U.S. Small Business Administration, Table 1. Firms and Employment in Maryland by Industry and Firm Size, 2002, issued 2005, <http://www.sba.gov/advo/research/profiles/05md.pdf>

PURPOSE OF THIS REPORT

The Governor's Office of Minority Affairs is submitting this Report in accordance with Sections 9-306 of the State Government Article and 14-305 of the State Finance and Procurement Article of the Annotated Code of Maryland. Section 14-302 of the State Finance and Procurement Article establishes the following goals for MBE participation in State contracts:

- An overall minimum of 25% of the total dollar value of each unit's procurements made directly or indirectly to all certified MBEs.
- A minimum of seven percent of the total dollar value of each unit's procurements made directly or indirectly to African-American-owned businesses certified as MBEs.
- A minimum of 10% of the total dollar value of each unit's procurements made directly or indirectly to women-owned businesses that are certified as MBEs.

An MBE is defined as a business that is at least 51% owned, managed and controlled by a minority person(s) as defined by state and federal laws. This includes members of socially or economically disadvantaged minority groups, such as African Americans, Asians, Hispanics, American Indians, women and physically or mentally disabled individuals.

State agencies can achieve their MBE goals by using any combination of the six groups listed in the above paragraph as subcontractors and/or prime contractors. To meet the goal using MBE subcontractors, all prime contractors must:

1. Identify work areas for subcontracting.
2. Solicit minority business enterprises through written notice or personal contact.
3. Help minority businesses meet bonding requirements or grant them a waiver of bonding requirements.
4. Identify their MBE contractors at the time they submit their bids or proposals

Americans with Disability Act (ADA) Statement

OMA is committed to complying with the ADA. Every reasonable effort will be made to provide this document in an alternative format, upon request.

*Governor's Office of Minority Affairs
6 Saint Paul Street, Suite 1502
Baltimore, Maryland 21202
(410) 767-8232 (Voice)
(410) 333-3098 (TTY)*

Website: www.mdminoritybusiness.com

II. EXECUTIVE SUMMARY

Governor Robert L. Ehrlich, Jr. is unapologetically pro-business. The Governor displayed his commitment to leveling the playing field for the state's minority businesses early in his administration and his subsequent actions have made Maryland's MBE Program a model for the rest of the country. As a result of Governor Ehrlich's and Lt. Governor Michael Steele's leadership, small, minority, and women-owned businesses have unprecedented opportunities to obtain State contracts.

The Governor's Office of Minority Affairs (OMA) is pleased to report that since the Ehrlich-Steele Administration took office, the percentage of women and minority owned businesses' participating in state contracts rose from 15.6 percent in FY 2003 to 21 percent in FY 2005. This represents an increase, over two years, of almost \$400 million in state contracting dollars awarded to women and minority owned businesses.

The State's total procurement for fiscal year 2005 was \$4,549,669,468. Of this total, \$954,263,508 dollars, or 21 percent, represent awards to minority business enterprises. This shows a favorable increase over the \$641,337,401 – or 17.4% MBE award total - registered in fiscal year 2004.

Perhaps more importantly, payments, not awards, represent the most meaningful measure of the success of the MBE program. The Ehrlich-Steele Administration's mandate of payment reporting is a new initiative for State government and was fully implemented during this reporting period. This report documents that state agencies reported payments to MBEs for goods and services increased from \$334,552,576 in FY 2004 to \$569,203,255 in FY 2005.

The Governor's Office of Minority Affairs engaged the services of an independent economist to review the data collected from the agencies as well as the process. That feedback is contained in the Analysis and Data Procurement section of this report.

Background

According to the most recent data available from the U.S. Small Business Administration, Maryland is home to more than 475,000² businesses. More than half of these are minority business enterprises (MBEs). This number includes approximately 115,000³ minority-owned businesses and 137,000⁴ women-owned businesses.

² Ibid

³ Ibid

⁴ Ibid

MBE Reform Strategy and Methodology

The State's Minority Business Program is a priority of the Ehrlich-Steele administration. Small, women and minority owned businesses are the lifeblood of Maryland's economy. As a result, the Governor's Office of Minority Affairs is implementing a multi-generational approach to ensure the accountability, effectiveness and continued improvements to this program.

Phase	Year	Summary
1	2003	<p>Established the State's MBE Program as a priority of the Ehrlich-Steele Administration. As the result of the findings in the 2002 Legislative Audit, OMA:</p> <ul style="list-style-type: none"> • Identified and took a critical look at problems with the MBE Program via the Governor's Commission on MBE Reform. • Captured the needs of OMA constituents and determined long term and short term solutions. • Established OMA's identity, brand, role and focus as the State's central repository for supporting small, women and minority-owned businesses.
2	2004	<p>The introduction and initial implementation of solutions included;</p> <ul style="list-style-type: none"> • Successful passage of Governor Ehrlich's landmark legislation solving major issues identified by the Commission. • Ensuring state agencies adapted to change. • Introducing new policies and regulations and major new programs recommended by the Governor's Commission. • Assigning accountability for data collection and reporting within each agency. • Introducing an initial statewide marketing campaign strategy.
3	2005 and continuing	<ul style="list-style-type: none"> • Reengineering the process of data collection to include a focus on payment data. • Reinforcing Re-enforcing the guiding principles of the program with internal and external audiences. • Continuing efforts established in prior years. • Adding Small Business Reserve to oversight responsibility. • Launching major programs, studies and additional continued marketing initiatives.

III. HISTORICAL AND LEGISLATIVE OVERVIEW OF MARYLAND'S MBE PROGRAM

In 1978, the Maryland General Assembly conducted hearings and listened to testimony regarding the underutilization of minorities in state procurement. The Maryland General Assembly concluded that this underutilization - specifically in the area of construction - was primarily due to past and present discrimination. That same year, the Maryland General Assembly enacted the MBE Law.⁵ This law was effective five years with a sunset provision for June 1983.

The original MBE Law mandated that certain departments structure their procurement schedule so that 10% went to MBEs.⁶ This early law served merely as a policy direction to the Executive Branch and was enforceable only through the oversight function of the Legislature.

In 1981, the MBE Law was repealed and re-enacted with amendments.⁷ This change allowed sanctions or penalties to be imposed on firms misrepresenting themselves as MBEs.

In 1983, in response to the sunset provision of the 1978 MBE Law, the Legislature passed House Bill 259.⁸ This broadened the MBE Law to include all departments or agencies.⁹ Further, the Department of Budget and Fiscal Planning (renamed Budget and Management) was added to the list of “designated agencies” defined in the law. This new law also gave the Board of Public Works the authority to develop regulations consistent with the Legislature’s objectives.

In 1986, the Legislature enacted House Bill 298. This bill designated the State of Maryland MBE Certification Council (MBECC) and the Maryland Department of Transportation’s (MDOT) MBE Certification Advisory Committee as the vehicles state agencies should use to identify certified minorities to meet their MBE procurement goals.¹⁰

⁵ This law was first codified as Article 41, Governor, Executive and Administrative Departments, Section 14F; Annotated Code of Maryland.

⁶ The following departments were specifically outlined in the statute: University of Maryland, Department of General Services, Department of Transportation, Food Center Authority and the Interagency Committee on School Construction.

⁷ This bill was introduced and passed as House Bill 751 and later codified as Article 41-Governor and Executive and Administrative Departments-Section 14F; Annotated Code of Maryland.

⁸ This bill was later codified as Article 21-Procurement, Section 8-601, Annotated Code of Maryland (1981 Replacement Volume and 1982 Supplement.)

⁹ The previously outlined agencies included: The Maryland Department of Transportation, the Food Center Authority, the University of Maryland System, the Interagency Committee on School Construction and the Department of General Services.

¹⁰ House Bill 298 was later codified as State Finance and Procurement Article-Section 8-601, et. seq.

In January 1989, the United States Supreme Court in City of Richmond v. Croson Co.¹¹ ruled that state and local MBE Affirmative Action Programs should be subject to strict scrutiny. It said that in order to substantiate the need for a race-conscious affirmative action program, state and local governments have to show specific evidence that a particular minority group suffered from past discrimination. When it came to MBE Programs, the State had to show that the minority groups identified had been discriminated against in State procurement. And there had to be concrete evidence that qualified minority businesses received a disproportionately lower share of State contracting dollars.

In response to Croson, Maryland Legislative Black Caucus requested an opinion from the Office of the Attorney General and encouraged, by way of a legislative resolution, that the Board of Public Works authorize the State to commission the firm of Coopers and Lybrand to conduct a study to determine whether Maryland's MBE Law could withstand the strict scrutiny standard outlined in Croson.

In March 1990, Coopers and Lybrand completed the study. They found that as a result of the 1978 investigative hearings, the Maryland General Assembly had determined there was sufficient "compelling interest" to establish an MBE Program under the Croson standard. The information gathered during these hearings implied that available and qualified minority-owned businesses in Maryland had been denied the opportunity to equitably participate in State procurement as a result of racial discrimination.¹² Consequently, "the State's MBE program should be "continued." The Office of the Attorney General of Maryland came to similar conclusions.¹³

The Coopers and Lybrand's MBE Utilization Study reported that:

1. "The history of discrimination against minorities in the State of Maryland has significantly limited the formation, success and growth of MBEs.
2. "As a result of this historic and contemporary discrimination, there is a continuing need for an MBE Program with potential modifications by the State of Maryland."
3. "Race and sex neutral programs and techniques do not provide effective remedies for past or contemporary discrimination."
4. "While the State's MBE Program and certification processes were found to be effective, improvements are needed".

In 1990, the Maryland General Assembly repealed and re-enacted the MBE Law and designated MDOT as the state's only valid certification entity.¹⁴

¹¹ 488 United States Supreme Court 469 (1989)

¹² Coopers & Lybrand Minority Business Utilization Study: March 15, 1990, Page 15.

¹³ 74 Opinions of the Attorney General, (1989) [Opinion No. 89-007 (February 22, 1989)].

¹⁴ House Bill 1540 later codified as State Finance and Procurement Article-Section 14-301, et. seq.; Annotated Code of Maryland.

In 1995, the Maryland General Assembly repealed and re-enacted the MBE Law and increased the state's MBE goal from 10 percent to 14 percent. MDOT was also given oversight and responsibility for conducting a new disparity study. The National Economic Research Associates (NERA) conducted this second-generation study, mandated by the Maryland Legislature, in 2000. The study found that marketplace discrimination makes it harder for MBEs to compete for business from the State and from private sector buyers, either as prime contractors or subcontractors. While prime contractors will use MBEs on public sector projects with MBE requirements, they seldom or never use them on projects without such goals.

During FY1999, the Federal Disadvantaged Business Enterprise (DBE) Program added a new requirement for qualifying as a DBE. It limited the Personal Net Worth (PNW) of each minority who owns and controls the firm to less than \$750,000 (The Legislature later passed a law that became effective October 1, 2004, raising this limit to \$1,500,000). MDOT, which administers the State's certification program, implemented requirements for all firms not already certified. In addition, this new requirement would be added to companies currently state certified, during the recertification process, or at the time firms seek to participate as a DBE on a US DOT-assisted contract. State contracts through the Maryland Aviation Administration, Mass Transit Administration and State Highway were affected by this new requirement. Firms may elect not to complete the PNW form. However, if certification is approved for companies that elect this option, they will only be certified for non-US DOT-assisted contracts, not for the US DOT-assisted MDOT contracts for Maryland's Aviation, Mass Transit or State Highway Administrations. Consequently, graduation from the State MBE Program can occur if the 3-year average of revenue exceeds the dollar amounts determined by the federal government for the specific industry. The State of Maryland's MBE Graduation Program took effect October 2000.

In 2001, the Maryland General Assembly passed House Bill 306, which increased the MBE goal from 14% to 25%. MDOT retained certification oversight and was given responsibility for conducting a study within five years of the Program's scheduled sunset date of July 1, 2006.

In November 2002, results of a Legislative Performance Audit of the MBE Program were published. This report identified three primary shortcomings in the MBE program:

- Reported MBE participation data was often not supported, inaccurate, or inconsistent with reporting guidelines.
- The Governor's Office of Minority Affairs did not use actual payments to MBEs as an evaluation tool or measure of program success.
- State agencies did not adequately monitor MBE participation in contracts.

Based on these findings, the Ehrlich-Steele Administration launched an MBE reform effort to address the program's shortcomings when they took office in 2003, Businesswoman

Sharon R. Pinder was added to the Governor's cabinet as Director of the Governor's Office of Minority Affairs. Herbert Jordan III was hired as the Deputy.

The Governor signed Executive Order 01.01.2003.16 establishing the *Governor's Commission for Minority Business Reform*. To emphasize the importance he placed on the Commission's mission, Governor Ehrlich appointed Lt. Governor Steele as Commission Chair, and assigned OMA to staff the Commission. The Commission, which consisted of 17 business owners from around the State, had its first meeting June 15, 2003 and concluded at sunset on December 31, 2003. The Commission presented a report that contained more than 50 recommendations to the Governor on January 15, 2004. Thirty of these 50 recommendations have already been implemented.

As a result of the Commission's recommendations, the Governor issued three executive orders on Feb. 27, 2004 that:

1. Established the first state-wide mentor-protégé program for small businesses;
2. Required the formation of a Historically Underutilized Business Council; and
3. Established a Central Bidders Registration Taskforce.

To aid this effort, on April 27, 2004 the Governor Ehrlich signed SB-903 and SB-904, two pieces of landmark legislation requiring:

- 1) All prime contractors to identify MBE participation at the time of bid, rather than 10 days after the contract have been awarded. This legislation also elevated the position of OMA Director to that of Special Secretary.
- 2) All eligible State agencies (the 22 covered agencies) to reserve 10% percent of their contracting dollars for all small businesses. The SBR amount was in addition to the MBE goal of 25%. This Small Business Reserve (SBR) legislation became effective October 1, 2004.

Another result of the 2005 legislative session: On April 12, 2005, Governor Ehrlich, signed into law SB-182, a bill that added the Special Secretary for the Office of Minority Affairs to the state's Procurement Advisory Council (PAC).

As a result of the Governor's continuous commitment to the MBE Program, OMA currently has 10 permanent staff members and the 2006 budget more than triple that of 2003.

IV. OUTREACH ACTIVITIES AND PROJECTS

A. Activities

OMA actively initiated and supported seminars, workshops and other programs designed to enhance the potential growth and development of small and minority and women owned enterprises.

As part of its statewide marketing effort, OMA held three outreach Forums, began publishing a monthly e-newsletter, and entered into a public/private partnership to create and produce a television show that educates and promotes Maryland's small business and MBE community. Also, Special Secretary Pinder became a monthly guest columnist for several major area newspapers.

To achieve the goal of branding and creating a positive image for the MBE Program, Special Secretary Pinder and Deputy Secretary Herb Jordan participated in more than 50 public appearances (speaking engagements, panels, greetings, TV, radio and cable) and agreed to interviews with approximately 20 newspapers throughout the state.

Administering, promoting, and regulating the State's MBE initiative require a coordinated effort. The strength of OMA's relationships with private, public, and business development organizations contributed to the enhancement of the outreach program. OMA continues to establish and re-establish strategic and meaningful partnerships with the following groups through participation in meetings and other activities:

Commissions

- Governor's Commission on Asian Pacific American Affairs
- Governor's Commission on Hispanic Affairs
- Governor's Office for Individuals with Disabilities
- Maryland Commission for Women
- Maryland Economic Development Commission

State Government

- MBE Liaisons Officers
- Procurement Officers Advisory Group
- Senior Procurement Advisory Group
- Maryland State General Assembly
- Maryland Black Legislative Caucus
- Maryland Women's Legislative Caucus

Chambers of Commerce

- Baltimore Hispanic Chamber of Commerce
- Hispanic Chamber of Maryland
- Korean American Chamber of Commerce

- Prince George's Black Chamber of Commerce
- Prince George's Chamber of Commerce
- Maryland Chamber of Commerce
- Baltimore/Washington Corridor Chamber
- Montgomery County Chamber of Commerce
- Prince George's Hispanic/Latino Chamber
- IBERAA

Economic Development

- Prince George's County Economic Development Corporation
- Greater Baltimore Committee
- Howard County Economic Development Commission
- MEDA (formerly MIDAS)
- Montgomery County Economic Development

Small Disabled and Minority Business Resource Organizations

- Maryland Small Business Development Financing Authority (MSBDFA)
- Meridian Management Group (MMG)
- Development Credit Fund (DCF)
- Small Business Administration (SBA)
- Small Business Development Center (SBDC)
- Maryland/District of Columbia Minority Supplier Development Council
- Maryland Works
- Humanim

Associations

- The Presidents Roundtable – Baltimore
- The President Business Roundtable – Prince George's County
- The Maryland Business Roundtable for Education
- Eastern Shore Contractors Association
- Maryland/Washington Minority Contractors' Association
- Maryland Minority Contractors' Association
- Maryland Minority Businesses Association
- NAACP (national and affiliates)
- National Association of Minority Contractors (NAMC)
- Women Construction Owners & Executives
- American Builders Association
- Maryland Contractors Association
- National Business Women's Association
- The Greater Baltimore Urban League
- Maryland Association of Non-Profit Organizations
- National Capitol Minority Business Opportunity Council

Local Government

- Anne Arundel County Government
- Prince George's Office of Central Services

- ***Outreach Forums – Marketing the State’s Services around the State***

The purpose of these Forums is to ensure that WBEs/MBEs are aware of the opportunities available to do business with the State and to help them navigate through the State’s complex certification and procurement processes. During fiscal year 2005, Forums were held in:

- Baltimore City on July 29, 2004;
- Eastern Shore at the University of Maryland Eastern Shore, on November 19, 2004; and
- Prince George’s County at the University of Maryland, University College on June 22, 2005.

More than 1,000 business owners participated in these forums.

- ***Television Program---The Ultimate Business Makeover***

In October 2004, OMA, in conjunction with WMAR TV-2 and greiBo Media, hosted a local television program, *The Ultimate Business Makeover*, sponsored by State Farm Insurance and the University of Maryland, University Center. The purpose of this public/private partnership was to provide information and assistance to small business owners and to increase the MBE community’s visibility. This highly touted show, featuring Special Secretary Pinder, aired in October and November of 2004.

The *Ultimate Business Makeover* is a new spin on a proven successful model, reality television. The businesses featured on the show had their business dreams realized after receiving makeovers in several key areas including image, marketing, management and financial. Plans are underway to produce more episodes in 2006.

- ***MBE Connections Newsletter***

OMA re-designed its *MBE Connections* newsletter for online electronic distribution. The goal of the newsletter is to inform the small, women, and minority business community about new issues and legislation, to provide updates on the status of continuing initiatives and to highlight business success stories.

- ***Monthly Newspaper Columns***

Special Secretary Pinder became a monthly “guest” columnist for the *Baltimore Afro*, the *Daily Record*, the *Baltimore Business Journal*, and the *Washington Business Journal*. The purpose of her columns is to provide information and advice for small, women, and minority owned businesses.

- ***Maryland Economic Development Commission (MEDC)***

MEDC, a forum for CEOs of some of the major corporations in the State, served as a sounding board for DBED and the Governor and recommended solutions to some of the State’s business-related issues. A non-voting seat on this commission was created for Special Secretary Pinder.

- ***MD/DC Minority Supplier Development Council***

MD/DC Minority Supplier Development Council is a private sector organization whose primary focus is to develop relationships between minority businesses in the Maryland and

Washington, DC metropolitan area and private sector corporations seeking minority vendors and suppliers. OMA continues to maintain active membership in the Council by promoting state participation at workshops and conferences. Deputy Secretary Herbert Jordan is on the board.

- ***MEDA (formerly MIDAS)***

MEDA, a statewide non-profit group, determines standards of operation for the state's economic development professionals. Secretary Pinder served on the executive committee during this reporting period.

- ***Procurement Advisory Council (PAC)***

The Procurement Advisory Council consults with the Board of Public Works on problems with procurement and recommends improvements to that process. During the 2005 General Assembly Session, legislation was passed to add Special Secretary Pinder to the PAC as a voting member.

- ***Senior Procurement Advisory Group (SPAG)***

This statewide group of senior procurement officials from each of the major state agencies is organized by the Senior Procurement Officer of the Department of Budget and Management and meets bimonthly to discuss procurement issues. OMA maintains active membership on this committee and advises the Council on current MBE issues. SPAG now devotes significant portions of its regular meetings to topics impacting MBEs.

- ***ADPICS User Group***

ADPICS (Advanced Purchasing and Inventory Control System) is the purchasing component of the State's Financial Management Information System (FMIS). ADPICS has a committee that meets quarterly: OMA attends and provides advice on issues impacting minorities. For FY 2005 OMA worked on synchronizing the ADPIC data with the data state agencies report to OMA. In 2006, OMA will work with ADPICS representatives to more effectively integrate the MBE Reporting format with FMIS and to use this information to validate inputs to the monitoring and compliance software OMA expects to purchase.

- ***State of Maryland MBE Liaisons and Procurement Officers***

OMA continues to work with the State's MBE Liaisons and Procurement Officers to seek their input on MBE issues and also to advise them of the new reporting process. Representatives from this group participated in several focus groups to help define the FY 2005 reporting requirements and to provide input on user requirement for the anticipated purchase of state-wide reporting software.

- ***Maryland Department of Transportation (MDOT) Minority Business Enterprise Advisory Committee (MBEAC)***

State MBE Certification is carried out under both Federal and State Regulatory provisions. The federal program is the Disadvantaged Business Program (DBE) and the State of Maryland Program is the Minority Business Enterprise (MBE) Program. The MBEAC is made up of 13 public and private sector individuals and trade associations that meet biweekly and make recommendations to the Chairperson for final action. MBEAC is a vehicle for

ensuring the integrity and consistency of Maryland's MBE certification process. An OMA designee is an active member.

- ***Statewide Disparity Study***

In 2000, the National Economic Research Associates (NERA) conducted a "Study of the Utilization of MBEs by the State of Maryland." NERA's concluded that marketplace discrimination makes it harder for MBEs to compete for business from the State and from buyers, either as prime contractors or subcontractors. NERA says that while prime contractors will use MBEs on public sector projects with MBE requirements, they seldom or never use them on projects without such goals. The report demonstrated that although 17% of contracts were awarded to minority-owned businesses in fiscal year 2000, the State of Maryland could bear as much as 26.9 percent based on the number of minority firms that were ready, willing, and able to do business in the region. The State is in the process of conducting a new study.

B. Projects / Initiatives

- ***Governor's Council for Historically Under-Utilized Businesses (HUB)***

The HUB, launched in the fall of 2004, advises OMA on matters relating to minority businesses. The HUB also provides other assistance and consultation requested by the Governor and/or the Special Secretary of OMA and is in the process of restructuring to provide for even greater input on critical issues.

- ***Governor's Task Force on Centralized Bidder Registration for Minority Procurement (CBR)***

The CBR Task Force, created in February 2004, provides recommendations to the Governor concerning the design, structure, and procurement of systems necessary for implementation of a statewide automated and centralized bidder registration system.

The Task Force presented its findings and recommendations to the Lt. Governor on April 26, 2004. The report was accepted with favorable comments. The Department of General Services was charged with assembling an inter-agency taskforce (on which OMA will participate) to implement the recommendations contained in the report.

- ***Governor's Mentor Protégé Program (GMPP)***

OMA designed and implemented a voluntary mentor-protégé program to encourage and motivate large prime contractors to provide technical and operational advice to small and minority-owned businesses with hopes of improving their procurement opportunities with the State. The program was officially launched on March 29, 2005. There are currently 15 mentor/protégé partnerships created as a result of this initiative. The mentor companies represent industries ranging from IT to construction and from manufacturing to utilities. OMA continues to facilitate and monitor the program. Additional information about the GMPP can be found on OMA's website at www.mdminoritybusiness.com.

- ***Monitoring and Compliance***

This area is critical to the ability of the individual agencies to implement MBE reform. Due to resource constraints, the sweeping policy changes and tools need to upgrade monitoring and compliance issues, has been delayed. . OMA has met with other agencies to examine whether their individual monitoring and compliance solutions can be used by other state agencies. In addition to the added software solutions, OMA has revised the data collection process with an eye toward streamlining requirements and providing better tools for extracting meaningful data.

OMA has also held several focus groups with state officials to discuss the user requirements for the automated monitoring and compliance software package it plans to purchase in FY 2006.

- ***Annual MBE Report***

This is a major project for OMA. The inaccuracies found in the annual reporting process became the basis of the Legislative Audit documented in the audit report. For 2005, OMA reengineered the entire process – by redesigning and automating the reporting forms, based on focus group input, and providing additional reporting assistance to state agencies.

Accomplishment Summary for FY 2005:

- Hiring a contractor to design and develop an automated online reporting mechanism to facilitate state agency reporting;
- Redesigning the reporting forms to more accurately and efficiently capture award and payment data; and
- Deploying a help desk, staffed by a consultant who assists state Agencies in recording their data.

During FY 2006 OMA will lead the state in purchasing web-based software that will allow state agencies, prime contractors and subcontractors to submit data on a contract-by-contract basis. This will provide more accurate, timely, and verifiable data. In 2005, OMA held focus groups to help determine user requirements for the anticipated software purchase.

- ***Advocacy and Support***

MBE reform has ignited an overwhelming response from small, women, and minority businesses wanting to do business with the State of Maryland. It is clear from the number of requests for assistance received in FY 2005 (more than 2,300) that the message is getting out: this Administration is serious about enforcing the rules to increase opportunities for MBEs and small businesses. Request for support and services were received via inter-agency referrals, LSARS, email, telephone, website and at OMA's public outreach activities. Approximately 20% of those requests were from State employees seeking clarification and assistance. In FY 2005, OMA designed and implemented software for tracking these requests.

The FY 2005 numbers indicate that OMA's outreach activities have had a significant impact on the number of current and potential woman, minority and small businesses seeking information on how to access opportunities in Maryland. During FY 2006, OMA will

develop an Advocacy Report that will include a breakdown of the specific types of services requested and that will document the outcome of each request. The FY 2006 MBE Report will provide an analysis of this data.

- ***Certification Workgroup***

One of the recommendations contained in the *Governor's Commission on Minority Business Enterprise Reform's* report, is to initiate reciprocity agreements with local and/or federal government MBEs and/or disadvantaged business enterprise certification programs of equal or greater stature as determined by the State certification agency. As a first step in implementing this initiative, OMA began holding meeting with officials in the U.S. Small Business Administration in FY 2005.

SBA's Office of Government Contracting and Business Development are assigning team members to work with OMA to address the issue of reciprocity. This will become a subcommittee project of the HUB, and its status will be supplied in the FY 2006 MBE Report.

- ***Bonding Study***

Bonding is an issue significant concern to the business community. The availability of bonding and its relationship to personal net worth can be especially troublesome for small, minority and women-owned businesses. Additional attention needs to be paid to the size of the bid and performance bonds placed on state contracts to insure they are in line with the state's risk of loss.

OMA has completed an initial draft of a "scope of work" for this study and has engaged the services of the University of Maryland Eastern Shore to help with this effort. Its findings will be included in the FY 2006 MBE Report.

V. ANALYSIS OF DATA AND PROCUREMENT ACTIVITY

The Governor's Office of Minority Affairs secured the services of an independent economist to provide an analysis of the payment and award data. The following report was prepared by Sage Policy Group, Inc.



Analysis of MBE Procurement Awards and Payment Data

Submitted by:
Sage Policy Group, Inc.

Submitted to:
Governor's Office of Minority Affairs

February 2006



Analysis of MBE Procurement Awards and Payment Data

Executive Summary

On behalf of the Governor's Office of Minority Affairs, Sage Policy Group, Inc. (SPG) analyzed FY2005 MBE awards and payment data. Goals of the analysis included comparing FY2005 MBE performance against procurement goals and to record the progress in awards and payments that has been made over time. Four key conclusions were reached:

- Conclusion 1: Considerable Progress made in FY2005 Awards

FY2005 MBE procurement compares favorably to FY2004 totals and also moved the State one step closer to achieving the 25 percent award participation goal. In FY2004, MBE procurement totaled approximately \$641.3 million. FY2005 MBE procurement (\$954.3 million) exceeded this total by almost 49 percent. In FY2004, 17.4 percent of total awards were awarded to MBEs. In FY2005, this proportion rose to 21.0 percent.

Exhibit ES-1: MBE Awards by Fiscal Year, FY2002 through FY2005

Fiscal Year	Total Awards	Total MBE Awards	Total MBE Participation %
2005	\$4,549,669,468	\$954,263,508	21.0%
2004	\$3,685,656,960	\$641,337,401	17.4%
2003	\$3,690,826,714	\$576,863,620	15.6%

- Conclusion 2: Sub-Goals Still Not Met though Awards Up Substantially

In FY2005, awards to certified African-American businesses rose 19.5 percent and awards to certified women-owned businesses rose 32 percent. Despite this, sub-goals were not met. The proportion of total state procurement to African-Americans in FY2005 was 4.0 percent (goal = 7%). The proportion of total awards to women-owned businesses rose to 5.7 percent, but still fell short of the 10 percent goal.

- Conclusion 3: Every MBE Classifications Registered Higher Awards

The total value of awards for each MBE classification increased in FY2005 from FY2004. Particularly large gains were made among businesses owned by Native-Americans and people with disabilities (up 304% and 780%, respectively).

- Conclusion 4: Payments to MBEs also Rose Sharply in FY2005

In FY2005, agencies that also provided payment information in 2004 reported a total of \$568 million in MBE payments. This represented an 89.1 percent increase from FY2004.



Analysis of MBE Procurement Awards and Payment Data¹

A. Awards

Performance Relative to Goals – Industry Classifications

- Conclusion 1: Considerable Progress made in Awards in FY2005

Maryland's Minority Business Enterprise (MBE) Program covers all State agencies/departments that maintain a procurement function. The State's total procurement for FY2005 was approximately \$4.5 billion. Of this total, minority business enterprises (MBEs²) earned roughly \$954.3 million, or 21 percent. The total MBE award value for FY2005 is comprised of \$538.6 million in MBE prime contract awards and \$415.6 million in MBE subcontract awards.

FY2005 MBE procurement compares favorably to FY2004 totals and also moved the State one step closer to achieving the 25 percent award participation goal. In FY2004, MBE procurement totaled approximately \$641.3 million.³ FY2005 MBE procurement exceeded this total by 49 percent. In FY2004, 17.4 percent of total awards were awarded to MBEs. In FY2005, this proportion rose to 21.0 percent as detailed in Exhibit 1.

Exhibit 1: MBE Awards by Fiscal Year, FY2002 through FY2005

Fiscal Year	Total Awards⁴	Total MBE Awards	Total MBE Participation %
2005	\$4,549,669,468	\$954,263,508	21.0%
2004	\$3,685,656,960	\$641,337,401	17.4%
2003	\$3,690,826,714	\$576,863,620	15.6%

Exhibit 2 provides a summary of MBE awards by industry/procurement category for FY2005. In several industrial categories⁵, total MBE participation exceeded the 25 percent goal, including construction-related services (49.1%) and maintenance (38.6%) where goals were easily met. MBE participation fell short of objectives in a number of other categories, however, including supplies and equipment (8.4%).

¹ This analysis was conducted by Sage Policy Group, Inc. (SPG).

² MBEs classifications include Women, African-Americans, Hispanics, Asians, Native Americans, Non-Profits, People with Disabilities and Certified Sheltered Workshops.

³ Minority Business Enterprise Report, Reporting Period FY2004 (July 1, 2003 – June 30, 2004).

⁴ Id.

⁵ In FY2004, two industrial categories exceeded the 25 percent MBE goal. In FY2005, three industrial categories exceeded the goal.



It is worth noting that two categories make up the majority of award value: construction and services. Combined, these two categories comprised nearly three-fourths of total awards in FY2005 (73.3% to be precise). These two categories represented 82 percent of MBE awards this past fiscal year. MBE participation goals are being met in the services category (26.1%), but not in the construction category (17.3%).

A category-by-category analysis also reveals the progress made in FY2005. As an example, in FY2004⁶, MBEs earned 13.3 percent of all awards in the service category. That percentage nearly doubled in FY2005. MBEs also made progress measured in percentage terms in architectural/engineering services (23.1% vs. 21.5% in FY2004), maintenance (38.6% vs. 34.6%), construction-related services (49.1% vs. 18.6%) and supplies and equipment (5.1% vs. 8.4%). The MBE share was flat within construction and dipped in the human/cultural/social/educational services category.

Exhibit 2: MBE Awards by Procurement Category, FY2005 (Goal: 25%)

Industry/Procurement Category	Value of Total Awards	Value of MBE Prime Contract Awards	Value of MBE Subcontract Awards	Value of Total MBE Awards	Total MBE Participation %
Architectural & Engineering	\$304,060,162	\$10,984,175	\$59,142,776	\$70,126,951	23.06%
Construction	\$1,508,388,167	\$47,998,528	\$213,514,069	\$261,512,597	17.34%
Construction Related Services	\$8,781,964	\$4,039,130	\$273,091	\$4,312,221	49.10%
Maintenance	\$201,238,473	\$70,461,299	\$7,276,894	\$77,738,193	38.63%
Services	\$1,825,846,328	\$348,906,605	\$127,217,435	\$476,124,040	26.08%
Supplies & Equipment	\$423,815,069	\$32,314,408	\$3,383,281	\$35,697,689	8.42%
Human/Cultural/Social & Educational Services	\$101,401,358	\$15,508,647	\$4,388,585	\$19,897,232	19.62%
Corporate Credit Card	\$176,137,947	\$8,436,141	\$418,444	\$8,854,585	5.03%
Total	\$4,549,669,468	\$538,648,933	\$415,614,575	\$954,263,508	20.97%

Performance Relative to Goals – Sub-goals

- Conclusion 2: Sub-Goals Still Not Met though Awards Up Substantially

House Bill 306 established sub-goals of 7 percent of total state procurement with certified African-American-owned businesses and 10 percent of total state procurement with certified women-owned businesses. In FY2005, awards to certified African-American businesses rose 19.5 percent. Awards to certified women-owned businesses rose 32 percent. Despite this, the proportion of total state procurement to African-Americans in FY2005 actually declined to 4.0 percent from 4.2 percent the previous year. Conversely, the proportion of total awards to women-owned businesses rose from 5.4 percent to 5.7 percent in FY2005. In both cases, sub-goals were not met as detailed in Exhibit 3.

⁶ FY2004 MBE Report, op. cit.



Exhibit 3: Performance of Sub-goals

MBE Classification	Total Value of MBE Awards	% of Total State Procurement	Goals
African-American	\$184,068,479	4.0%	7.0%
Women	\$261,299,888	5.7%	10.0%

Performance of MBE Classification Groups

- Conclusion 3: Every MBE Classifications Registered Higher Awards in FY2005

Exhibit 4 provides a breakdown of MBE awards by classification. As shown in this exhibit, women-owned businesses made up the largest portion of MBE procurement (27.4%), followed by African-Americans (19.3%), non-profits (19.3%), certified sheltered workshops (14.7%), Asians (9.5%), Hispanics (6.1%), people with disabilities (2.7%) and Native-Americans (1.1%). Importantly, the total value of awards for each classification increased in FY2005 from FY2004. The discussion below focuses upon MBE awards by classification.

Exhibit 4: Awards by MBE Classification, FY2005

MBE Classification	Value of MBE Prime Awards	Value of MBE Subcontract Awards	Total Value of MBE Awards	% of Total MBE Procurement
African-American	\$36,171,842	\$147,896,637	\$184,068,479	19.29%
Asian	\$36,133,476	\$54,090,063	\$90,223,539	9.45%
Hispanic	\$18,091,915	\$40,006,262	\$58,098,177	6.09%
Native-American	\$721,453	\$9,962,604	\$10,684,057	1.12%
Women	\$106,682,737	\$154,617,151	\$261,299,888	27.38%
Disabled	\$17,126,511	\$8,627,735	\$25,754,246	2.70%
Non-Profit (Certified)	\$183,505,462	\$328,139	\$183,833,601	19.26%
Sheltered Workshops (Certified)	\$140,215,537	\$85,984	\$140,301,521	14.70%
Total	\$538,648,933	\$415,614,575	\$954,263,508	100.00%



African-Americans

Between FY2004 and FY2005, awards to African-American-owned businesses increased 19.5 percent. The proportion of total MBE awards to African-American-owned businesses fell from 24.0 percent in FY2004 to 19.3 percent in FY2005.

Exhibit 5: Businesses owned by African-Americans

Businesses owned by African-Americans	FY2004	FY2005
Total Value of MBE Awards	\$154,072,089	\$184,068,479

Asians

Awards to Asian-owned businesses increased 21.7 percent between FY2004 and FY2005. The proportion of total MBE awards to Asian-owned businesses fell from 11.6 percent to 9.5 percent during this period.

Exhibit 6: Businesses owned by Asian-Americans

Businesses owned by Asians	FY2004	FY2005
Total Value of MBE Awards	\$74,126,560	\$90,223,540

Hispanics

Between FY2004 and FY2005, awards to Hispanic-owned businesses increased 48.4 percent. The proportion of total MBE awards to Hispanic-owned businesses remained unchanged during this period.

Exhibit 7: Businesses owned by Hispanics

Businesses owned by Hispanics	FY2004	FY2005
Total Value of MBE Awards	\$39,162,407	\$58,098,177

Native-Americans

Awards to Native-American-owned businesses in FY2005 were more than four times the FY2004 value (up 303.8%). The proportion of total MBE awards to Native-American-owned businesses rose from 0.4 percent to 1.1 percent during this period.

Exhibit 8: Businesses owned by Native-Americans

Businesses owned by Native-Americans	FY2004	FY2005
Total Value of MBE Awards	\$2,646,122	\$10,684,057



Women

Between FY2004 and FY2005, awards to women-owned businesses increased 32.2 percent. The proportion of total MBE awards to women-owned businesses fell from 30.8 percent in FY2004 to 27.4 percent in FY2005.

Exhibit 9: Businesses owned by Women

Businesses owned by Women	FY2004	FY2005
Total Value of MBE Awards	\$197,628,825	\$261,299,888

People with Disabilities

Awards to businesses with owners with disabilities in FY2005 were nearly nine times FY2004 award totals (up 785%). The proportion of total MBE awards to disabled-owned businesses rose from 0.5 percent to 2.7 percent during this period.

Exhibit 10: Businesses owned by People with Disabilities

Businesses owned by People with Disabilities	FY2004	FY2005
Total Value of MBE Awards	\$2,908,902	\$25,754,246

Non-Profits

Between FY2004 and FY2005, awards to non-profits increased 30.9 percent. The proportion of total MBE awards to non-profits fell from 21.9 percent in FY2004 to 19.3 percent in FY2005.

Exhibit 11: Non-Profits

Non-Profits	FY2004	FY2005
Total Value of MBE Awards	\$140,433,738	\$183,833,601

Certified Sheltered Workshops

Awards to certified sheltered workshops in FY2005 were more than four times FY2004 award totals (up 362%). The proportion of total MBE awards to certified sheltered workshops rose from 4.7 percent to 14.7 percent during this period.

Exhibit 12: Certified Sheltered Workshops

Certified Sheltered Workshops	FY2004	FY2005
Total Value of MBE Awards	\$30,346,838	\$140,301,521



B. Payments

- Conclusion 4: Payments to MBEs Rose Sharply in FY2005

The Governor's Office of Minority Affairs has determined that payments are the most appropriate metric for measuring state government procurement impact on the MBE community. This is because an award to an MBE does not guarantee payment and because contract awards can span multiple years. However, complete payment data are not available prior to FY2004, which limits historical comparability. Moreover, goals are not established for payments, but for awards. As a result, more emphasis has been placed in this report on awards.

That said, the quality of payment data is improving and the FY2005 data have much to say. Payments to MBEs totaled roughly \$569.2 million in FY2005. This total includes \$350.5 million in MBE prime payments and \$218.7 million in MBE subcontract payments. The exhibit below provides detail on payments by MBE classification in FY2005.

Exhibit 13: Payments⁷ by MBE Classification, FY2005

MBE Classification	Value of MBE Prime Payments	Value of MBE Subcontract Payments	Total Value of MBE Payments	% of Total MBE Payments
African-American	\$13,006,234	\$86,045,088	\$99,051,322	17.40%
Asian	\$17,381,246	\$32,187,275	\$49,568,521	8.71%
Hispanic	\$19,750,227	\$16,137,046	\$35,887,273	6.30%
Native-American	\$70,760	\$4,016,519	\$4,087,279	0.72%
Women	\$31,276,164	\$79,525,443	\$110,801,607	19.47%
Disabled	\$317,200	\$535,011	\$852,211	0.15%
Non-Profit (Certified)	\$133,605,811	\$267,212	\$133,873,023	23.52%
Sheltered Workshops (Certified)	\$135,056,249	\$25,770	\$135,082,019	23.73%
Total	\$350,463,891	\$218,739,364	\$569,203,255	100.00%

⁷ Payment data provided by the Governor's Office of Minority Affairs.



To create a payments-based measure of progress, SPG analyzed payment data for the 51 agencies that reported payments to MBEs in both FY2004 and FY2005. In FY2005, these agencies reported a total of \$568.2 million in MBE payments. This represented an 89.1 percent increase from the \$300.5 million in payments reported by these agencies in FY2004.

Exhibit 14: MBE Payments for 51 Agencies by Fiscal Year, FY2004 vs. FY2005

Fiscal Year	Total MBE Payments, 51 Reporting Agencies
2005	\$568,151,582
2004	\$300,462,491

C. Conclusion

FY2005 should be viewed as another year of rapid progress toward the achievement of various MBE procurement goals. Both awards and payments to MBEs were up sharply, and the proportion of total State awards made to MBEs is now up to 21.0 percent, up from 17.4 percent in FY2004 and 15.6 percent in FY2003.⁸ Every MBE subgroup reported higher awards in FY2005, with particularly sharp increases registered among businesses owned by Native-Americans and people with disabilities.

⁸ Comparisons with years prior to 2003 are difficult because of the substantial overstatement of MBE awards for those years. Please see 2001 Legislative Performance Audit for additional detail.

VII. APPENDICES

MBE PROCUREMENT AWARD REPORTS, PAYMENT REPORTS, AND PIE CHARTS

	Page #
<i>Payment Summary</i>	29
<i>MBE Payments by MBE Classification</i>	
<i>Combined Payments to MBE Prime Contractors</i> <i>and MBE Sub-Contractors.....</i>	31
<i>Payments to MBE Prime Contractors.....</i>	32
<i>Payments to MBE Sub-Contractors.....</i>	33
<i>MBE Goal Summary by State Agencies</i>	
<i>Sorted by: MBE Procurement.....</i>	34
<i>Sorted by: Total Procurement.....</i>	36
<i>Sorted by: MBE Goal Achieved.....</i>	38
 <i>Purchase Card (P-Card) Use by State Agency.....</i>	41
 <i>Waivers Report by State Agency.....</i>	43
 <i>Procurement Awards to MBEs by Classification.....</i>	45
 <i>Procurement Awards to MBEs by Procurement Category.....</i>	46
African American.....	47
Woman.....	48
Nonprofit.....	49
Asian American.....	50
Hispanic.....	51
Native American.....	52
Certified Sheltered workshop.....	53
Disabled.....	54

TOTAL AGENCY STATISTICS REPORTS¹

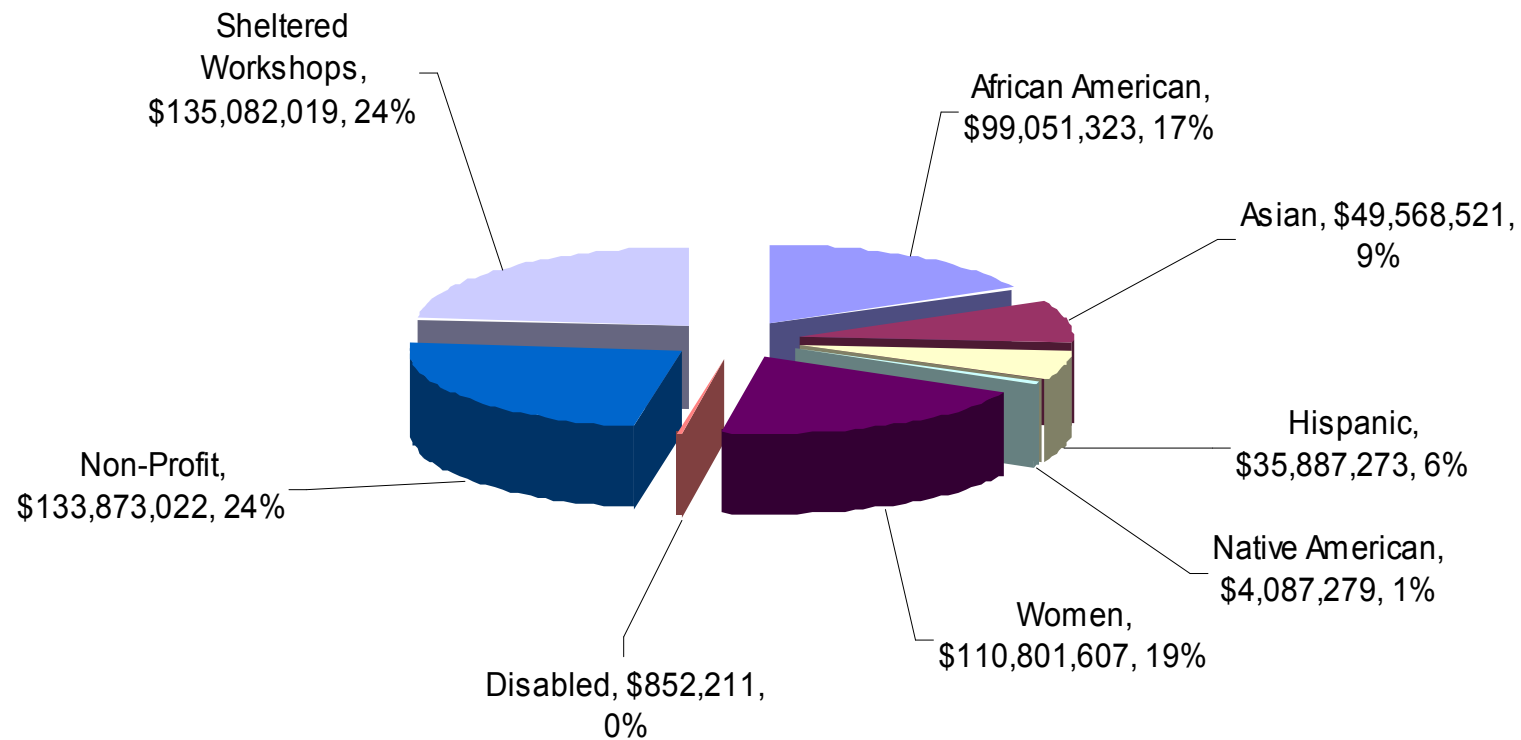
Available upon request.

¹ Board of Contract Appeals and Maryland Emergency Management did not submit their 2005 MBE Reports.

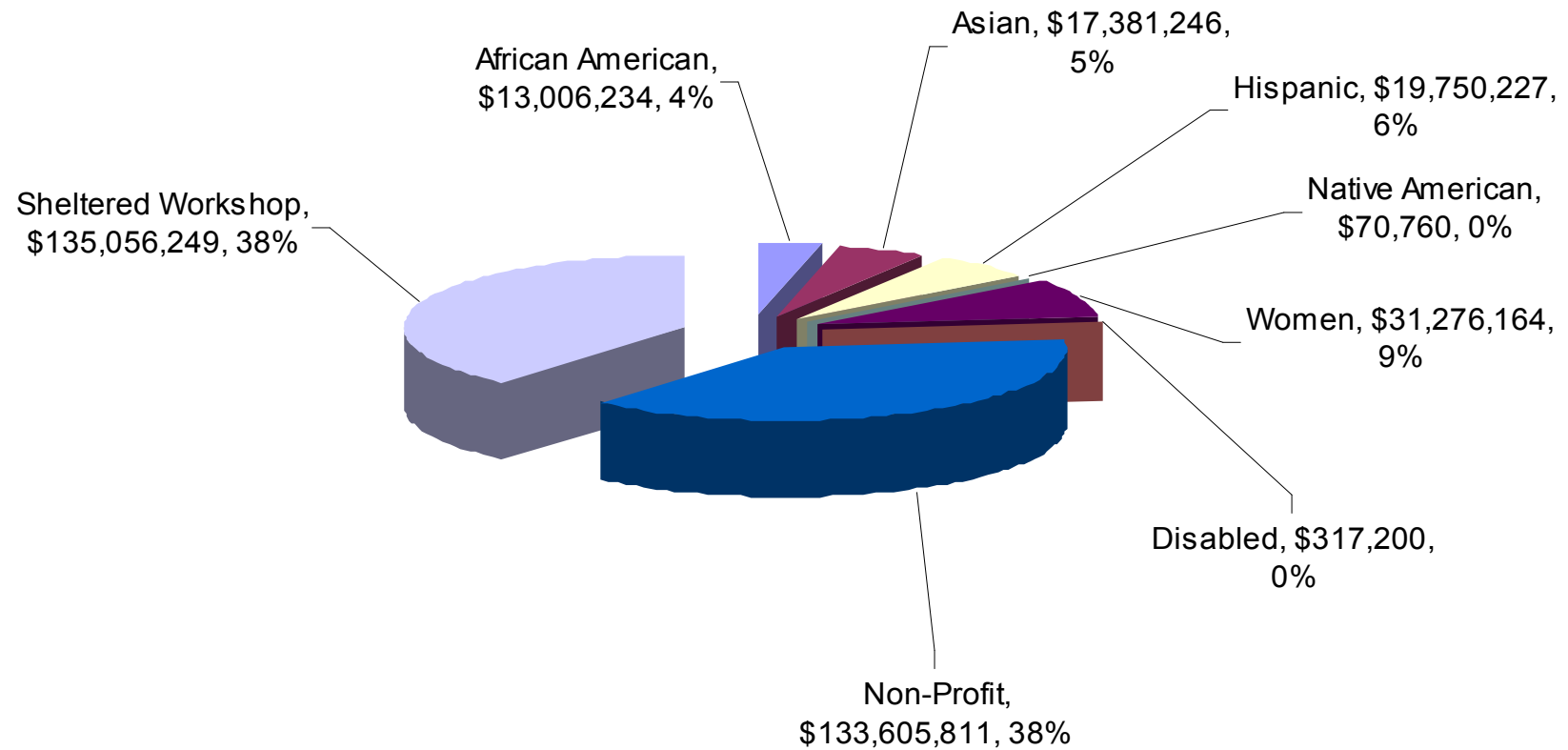
Payment Summary			
(sorted by Total Payments)			
Agency Name	Payments to MBEs	Payments to Primes	Total Payments
Department of Health & Mental Hygiene	\$7,091,694	\$268,534,428	\$275,626,122
MDOT State Highway Administration	\$53,449,370	\$38,486,004	\$91,935,374
University of Maryland, College Park	\$42,149,511	\$8,986,906	\$51,136,417
Department of Public Safety & Correctional Services	\$22,540,284	\$0	\$22,540,284
Department of Budget & Management	\$10,040,010	\$5,881,542	\$15,921,552
MDOT Maryland Transportation Authority	\$14,511,368	\$0	\$14,511,368
University of Maryland, Baltimore	\$12,488,027	\$0	\$12,488,027
MDOT Maryland Port Administration	\$9,359,444	\$0	\$9,359,444
Department of General Services	\$5,665,603	\$1,899,994	\$7,565,597
MDOT Maryland Transit Administration	\$7,532,167	\$0	\$7,532,167
Maryland Environmental Service	\$2,189,839	\$4,764,747	\$6,954,587
MDOT Maryland Aviation Administration	\$6,942,527	\$0	\$6,942,527
Towson University	\$3,754,204	\$2,330,347	\$6,084,551
Department of Education	\$1,521,811	\$3,999,567	\$5,521,379
Morgan State University	\$5,513,029	\$0	\$5,513,029
State Board of Elections	\$3,364,338	\$2,028,989	\$5,393,327
Maryland State Lottery Agency	\$3,578,837	\$0	\$3,578,837
MDOT Office of the Secretary	\$3,014,142	\$0	\$3,014,142
Department of Business & Economic Development	\$581,554	\$1,793,737	\$2,375,291
University of Maryland, University College	\$1,175,855	\$1,133,153	\$2,309,008
Comptroller of Maryland	\$510,675	\$1,488,705	\$1,999,380
Bowie State University	\$0	\$1,110,727	\$1,110,727
Coppin State University	\$0	\$998,059	\$998,059
Frostburg State University	\$190,460	\$733,547	\$924,007
University of Maryland, Eastern Shore	\$0	\$789,804	\$789,804
Maryland State Archives	\$0	\$732,624	\$732,624
Maryland State Retirement Agency	\$118,227	\$608,504	\$726,731
Maryland State Police	\$0	\$664,705	\$664,705
Department of Natural Resources	\$246,925	\$404,655	\$651,580
Salisbury State University	\$0	\$617,248	\$617,248
University of Baltimore	\$7,983	\$429,831	\$437,814
Department of Juvenile Services	\$331,218	\$0	\$331,218
Department of Environment	\$107,900	\$217,082	\$324,982
Maryland Food Center Authority	\$177,747	\$135,584	\$313,331
Department of Aging	\$0	\$270,593	\$270,593
Military Department	\$44,440	\$186,329	\$230,769
Department of Assessments & Taxation	\$3,742	\$205,271	\$209,014

Payment Summary			
(sorted by Total Payments)			
Agency Name	Payments to MBEs	Payments to Primes	Total Payments
Executive Department	\$0	\$200,248	\$200,248
Department of Agriculture	\$0	\$198,780	\$198,780
Department of Housing & Community Development	\$177,504	\$0	\$177,504
Maryland Public Broadcasting	\$0	\$163,367	\$163,367
Maryland State Treasury	\$158,221	\$0	\$158,221
Human Resources	\$131,192	\$0	\$131,192
Planning	\$0	\$101,932	\$101,932
School of the Deaf	\$0	\$98,039	\$98,039
Public Service Commission	\$0	\$80,074	\$80,074
Worker's Compensation Commission	\$0	\$65,404	\$65,404
Office of the Public Defender	\$0	\$59,735	\$59,735
State Archives	\$49,928	\$0	\$49,928
Maryland Higher Education Commission	\$0	\$33,483	\$33,483
Baltimore City Community College	\$15,875	\$0	\$15,875
Secretary of State	\$0	\$11,994	\$11,994
Board of Public Works	\$0	\$9,412	\$9,412
Office of the People's Counsel	\$3,703	\$3,703	\$7,407
Attorney General's Office	\$0	\$5,026	\$5,026
Totals	\$218,739,354	\$350,463,879	\$569,203,237

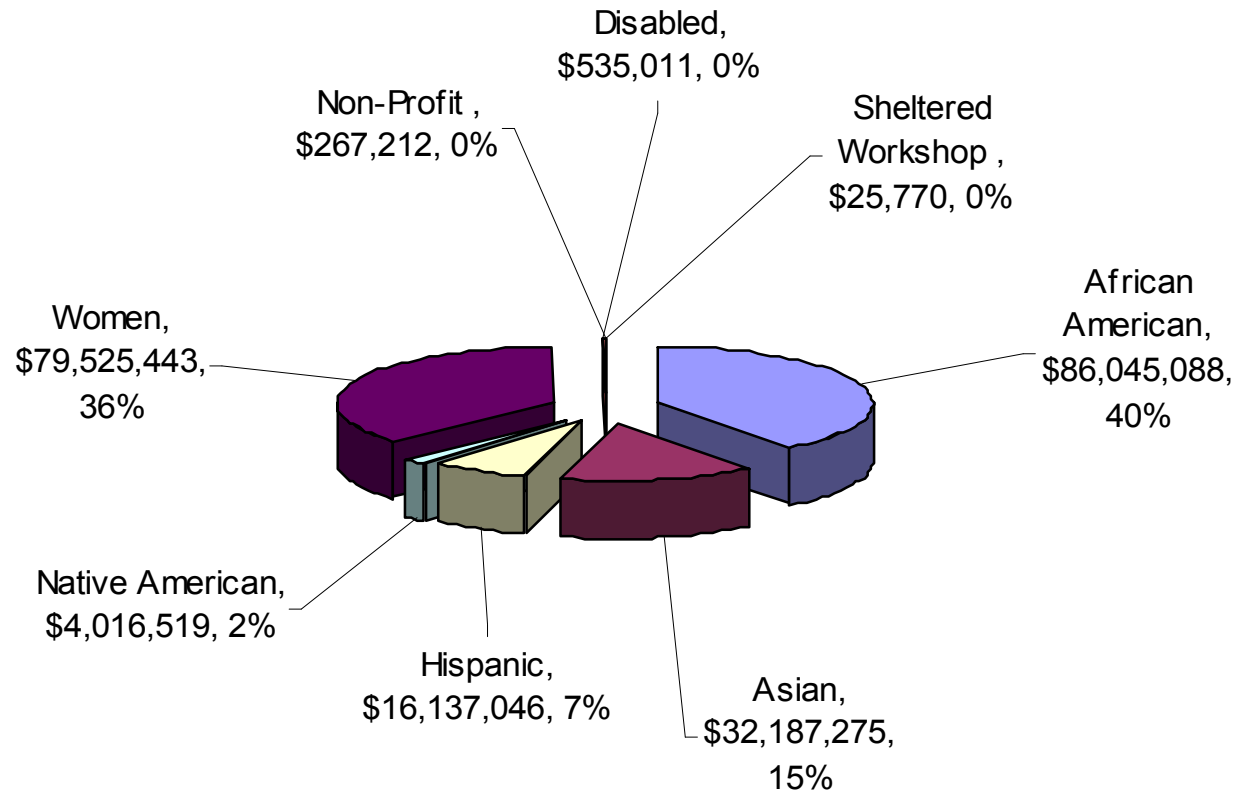
Combined Payments to MBE Prime Contractors and MBE Sub-Contractors



Payments to MBE Prime Contractors



Payments to MBE Sub-Contractors



MBE Goal Summary by State Agency			
(sorted by MBE Procurement)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement (Prime & Sub)	MBE Goal Achieved
Department of Health & Mental Hygiene	\$720,898,829.00	\$283,326,486.00	39.3%
MDOT State Highway Administration	\$714,087,179.00	\$133,190,701.05	18.7%
Department of Public Safety & Corrections	\$590,461,954.00	\$106,652,584.00	18.1%
MDOT Maryland Aviation Administration	\$175,341,852.00	\$61,700,020.68	35.2%
Department of Budget & Management	\$471,601,502.00	\$60,776,622.00	12.9%
Public School Construction	\$401,956,208.00	\$49,771,997.00	12.4%
Department of General Services	\$244,781,545.00	\$46,943,034.93	19.2%
MDOT Maryland Transportation Authority	\$144,278,920.00	\$38,292,614.03	26.5%
University of Maryland, College Park	\$248,284,124.00	\$32,711,317.34	13.2%
University of Maryland, Baltimore	\$168,672,422.00	\$30,630,828.40	18.2%
MDOT Maryland Transit Administration	\$63,784,865.00	\$11,741,255.00	18.4%
Comptroller of Maryland	\$27,876,255.00	\$10,371,247.00	37.2%
MDOT Maryland Port Administration	\$68,603,910.00	\$8,350,783.00	12.2%
MDOT Motor Vehicle Administration	\$25,591,600.00	\$7,099,365.96	27.7%
Human Resources	\$46,983,618.00	\$6,937,866.00	14.8%
State Board of Elections	\$6,754,357.00	\$6,429,316.67	95.2%
Department of Education	\$24,845,143.00	\$6,086,142.79	24.5%
Towson University	\$31,991,703.00	\$6,084,551.00	19.0%
Department of Juvenile Services	\$20,908,040.00	\$6,005,059.00	28.7%
Maryland Environmental Service	\$36,674,340.00	\$5,811,735.34	15.9%
Maryland Stadium Authority	\$21,864,978.00	\$5,284,612.63	24.2%
Department of Business & Economic Development	\$8,763,050.00	\$3,745,682.00	42.7%
University of Maryland, Baltimore, County	\$32,896,058.00	\$3,428,736.00	10.4%
Morgan State University	\$32,468,707.00	\$3,373,652.55	10.4%
University of Maryland, University College	\$23,388,654.00	\$2,561,723.44	11.0%
Bowie State University	\$7,824,367.00	\$1,746,870.87	22.3%
Frostburg State University	\$13,403,979.00	\$1,355,500.00	10.1%
Department of Labor, Licensing & Regulation	\$6,036,500.00	\$1,277,187.00	21.2%
Baltimore City Community College	\$12,879,118.00	\$925,639.00	7.2%
Coppin State University	\$8,467,257.00	\$837,728.00	9.9%
Saint Mary's College	\$20,583,218.00	\$818,519.54	4.0%
University of Maryland Eastern Shore	\$8,525,372.00	\$789,805.10	9.3%
Executive Department	\$2,105,828.00	\$759,903.00	36.1%
University of Baltimore	\$14,213,458.00	\$718,689.00	5.1%
Maryland State Archives	\$2,909,460.00	\$678,668.88	23.3%
Maryland State Police	\$20,183,333.00	\$664,705.81	3.3%
Department of Environment	\$2,440,822.00	\$653,401.00	26.8%

MBE Goal Summary by State Agency			
(sorted by MBE Procurement)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement (Prime & Sub)	MBE Goal Achieved
Department of Natural Resources	\$4,591,425.00	\$651,581.02	14.2%
Salisbury State University	\$2,636,031.00	\$616,573.00	4.9%
Maryland State Lottery Agency	\$2,451,320.00	\$555,796.00	22.7%
Maryland State Retirement Agency	\$2,028,675.00	\$548,330.00	27.0%
Department of Housing & Community Development	\$4,105,895.00	\$477,885.00	11.6%
Treasurer's Office	\$10,035,752.00	\$392,741.00	3.9%
Maryland Public Television	\$13,372,051.00	\$324,098.12	2.4%
Department of Aging	\$819,410.00	\$270,593.49	33.0%
School of the Deaf	\$1,573,293.00	\$264,619.93	16.8%
Automobile Insurance Fund	\$609,828.00	\$236,470.84	38.8%
Department of Assessments & Taxation	\$831,946.00	\$208,953.31	25.1%
Maryland Food Center Authority	\$872,219.00	\$200,376.00	23.0%
Department of Agriculture	\$2,283,296.00	\$198,780.00	8.7%
Military Department	\$2,030,035.00	\$179,057.00	8.8%
Veteran Affairs	\$9,860,443.00	\$127,827.28	1.3%
Planning	\$535,663.00	\$82,249.00	15.4%
Public Service Commission	\$612,462.00	\$80,074.00	13.1%
MDOT Office of the Secretary	\$2,121,432.00	\$77,284.38	3.6%
Workers Compensation	\$458,633.00	\$65,404.77	14.3%
Public Defenders Office	\$375,219.00	\$59,735.00	15.9%
Insurance Administration	\$2,113,605.00	\$37,734.00	1.8%
Higher Education Commission	\$566,679.00	\$33,483.00	5.9%
Tax Court	\$23,829.00	\$10,275.00	43.1%
Public Works	\$80,040.00	\$9,412.45	11.8%
Secretary of State	\$79,916.00	\$9,184.00	11.5%
Attorney General's Office	\$249,900.00	\$5,026.21	2.0%
Office of the People's Counsel	\$461,863.00	\$3,704.00	0.8%
Human Relations Commission	\$28,496.00	\$1,233.00	4.3%
Prosecutors Office	\$7,036.00	\$477.29	6.8%
Board of Contract Appeals	\$0.00	\$0.00	0.0%
Emergency Management Agency	\$0.00	\$0.00	0.0%
Supplemental Retirement	\$0.00	\$0.00	0.0%
Transportation	\$0.00	\$0.00	0.0%
University System of Maryland	\$0.00	\$0.00	0.0%
Subsequent Injury Fund & Uninsured Employers	\$40,701.00	\$0.00	0.0%
Canal Place Preservation	\$479,850.00	\$0.00	0.0%
Totals	\$4,539,669,468.00	\$954,263,509.10	20.97%

MBE Goal Summary by State Agency			
(sorted by Total Procurement)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement	MBE Goal Achieved
Department of Health & Mental Hygiene	\$720,898,829	\$283,326,486	39.30%
MDOT State Highway Administration	\$714,087,179	\$133,190,701	18.65%
Department of Public Safety & Corrections	\$590,461,954	\$106,652,584	18.06%
Department of Budget & Management	\$471,601,502	\$60,776,622	12.89%
Public School Construction	\$401,956,208	\$49,771,997	12.38%
University of Maryland, College Park	\$248,284,124	\$32,711,317	13.17%
Department of General Services	\$244,781,545	\$46,943,035	19.18%
MDOT Maryland Aviation Administration	\$175,341,852	\$61,700,021	35.19%
University of Maryland, Baltimore	\$168,672,422	\$30,630,828	18.16%
MDOT Transportation Authority	\$144,278,920	\$38,292,614	27.00%
MDOT Maryland Port Administration	\$68,603,910	\$8,350,783	12.17%
MDOT Maryland Transit Administration	\$63,784,865	\$11,741,255	18.41%
Human Resources	\$46,983,618	\$6,937,866	14.77%
Maryland Environmental Services	\$36,674,340	\$5,811,735	15.85%
University of Maryland, Baltimore County	\$32,896,058	\$3,428,736	10.42%
Morgan State University	\$32,468,707	\$3,373,653	10.39%
Towson University	\$31,991,703	\$6,084,551	19.02%
Comptroller of Maryland	\$27,876,255	\$10,371,247	37.20%
MDOT Motor Vehicle Administration	\$25,591,600	\$7,099,366	27.74%
Department of Education	\$24,845,143	\$6,086,143	24.50%
University of Maryland, University College	\$23,388,654	\$2,561,723	10.95%
Maryland Stadium Authority	\$21,864,978	\$5,284,613	24.17%
Department of Juvenile Services	\$20,908,040	\$6,005,059	28.72%
Saint Mary's College	\$20,583,218	\$818,520	3.98%
Maryland State Police	\$20,183,333	\$664,706	3.29%
University of Baltimore	\$14,213,458	\$718,689	5.06%
Frostburg State University	\$13,403,979	\$1,355,500	10.11%
Maryland Public Television	\$13,372,051	\$324,098	2.42%
Baltimore City Community College	\$12,879,118	\$925,639	7.19%
Salisbury State University	\$12,636,031	\$616,573	4.88%
Treasurer's Office	\$10,035,752	\$392,741	3.91%
Veteran Affairs	\$9,860,443	\$127,827	1.30%
Department of Business & Economic Development	\$8,763,050	\$3,745,682	42.74%
University of Maryland Eastern Shore	\$8,525,372	\$789,805	9.26%
Coppin State University	\$8,467,257	\$837,728	9.89%
Bowie State University	\$7,824,367	\$1,746,871	22.33%
State Board of Elections	\$6,754,357	\$6,429,317	95.19%

MBE Goal Summary by State Agency			
(sorted by Total Procurement)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement	MBE Goal Achieved
Department of Labor, Licensing & Regulations	\$6,036,500	\$1,277,187	21.16%
Department of Natural Resources	\$4,591,425	\$651,581	14.19%
Department of Housing & Community Development	\$4,105,895	\$477,885	11.64%
Maryland State Archives	\$2,909,460	\$678,669	23.33%
Maryland State Lottery Agency	\$2,451,320	\$555,796	22.67%
Department of Environment	\$2,440,822	\$653,401	26.77%
Department of Agriculture	\$2,283,296	\$198,780	8.71%
MDOT Office of the Secretary	\$2,121,432	\$77,284	3.64%
Insurance Administration	\$2,113,605	\$37,734	1.79%
Executive Department	\$2,105,828	\$759,903	36.09%
Military Department	\$2,030,035	\$179,057	8.82%
Maryland State Retirement Agency	\$2,028,675	\$548,330	27.03%
School of the Deaf	\$1,573,293	\$264,620	16.82%
Maryland Food Center Authority	\$872,219	\$200,376	22.97%
Department of Assessments & Taxation	\$831,946	\$208,953	25.12%
Department of Aging	\$819,410	\$270,593	33.02%
Public Service Commission	\$612,462	\$80,074	13.07%
Automobile Insurance Fund	\$609,828	\$236,471	38.78%
Higher Education Commission	\$566,679	\$33,483	5.91%
Planning	\$535,663	\$82,249	15.35%
Canal Place Preservation	\$479,850	\$0	0.00%
Office of the People's Counsel	\$461,863	\$3,704	0.80%
Workers Compensation	\$458,633	\$65,405	14.26%
Public Defenders Office	\$375,219	\$59,735	15.92%
Attorney General's Office	\$249,900	\$5,026	2.01%
Public Works	\$80,040	\$9,412	11.76%
Secretary of State	\$79,916	\$9,184	11.49%
Subsequent Injury Fund & Uninsured Employers	\$40,701	\$0	0.00%
Human Relations Commission	\$28,496	\$1,233	4.33%
Tax Court	\$23,829	\$10,275	43.12%
Prosecutors Office	\$7,036	\$477	6.78%
Supplemental Retirement	\$0	\$0	0.00%
Transportation	\$0	\$0	0.00%
University System of Maryland	\$0	\$0	0.00%
Totals	\$4,549,669,468	\$954,263,508	20.97%

MBE Goal Summary by State Agency			
(sorted by MBE Goal Achieved)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement	MBE Goal Achieved
State Board of Elections	\$6,754,357	\$6,429,317	95.19%
Tax Court	\$23,829	\$10,275	43.12%
Department of Business & Economic Development	\$8,763,050	\$3,745,682	42.74%
Department of Health & Mental Hygiene	\$720,898,829	\$283,326,486	39.30%
Automobile Insurance Fund	\$609,828	\$236,471	38.78%
Comptroller of Maryland	\$27,876,255	\$10,371,247	37.20%
Executive Department	\$2,105,828	\$759,903	36.09%
MDOT Maryland Aviation Administration	\$175,341,852	\$61,700,021	35.19%
Department of Aging	\$819,410	\$270,593	33.02%
Department of Juvenile Services	\$20,908,040	\$6,005,059	28.72%
MDOT Maryland Department of Motor Vehicle	\$25,591,600	\$7,099,366	27.74%
Retirement	\$2,028,675	\$548,330	27.03%
Transportation Authority	\$144,278,920	\$38,292,614	27.00%
Department of Environment	\$2,440,822	\$653,401	26.77%
Department of Assessments & Taxation	\$831,946	\$208,953	25.12%
Department of Education	\$24,845,143	\$6,086,143	24.50%
Stadium Authority	\$21,864,978	\$5,284,613	24.17%
Maryland State Archives	\$2,909,460	\$678,669	23.33%
Food Center Authority	\$872,219	\$200,376	22.97%
Maryland State Lottery Agency	\$2,451,320	\$555,796	22.67%
Bowie State University	\$7,824,367	\$1,746,871	22.33%
Department of Labor, Licensing & Regulation	\$6,036,500	\$1,277,187	21.16%
Department of General Services	\$244,781,545	\$46,943,035	19.18%
Towson University	\$31,991,703	\$6,084,551	19.02%
MDOT State Highway Administration	\$714,087,179	\$133,190,701	18.65%
MDOT Maryland Transit Administration	\$63,784,865	\$11,741,255	18.41%
University of Maryland, Baltimore	\$168,672,422	\$30,630,828	18.16%
Public Safety & Corrections	\$590,461,954	\$106,652,584	18.06%
School of the Deaf	\$1,573,293	\$264,620	16.82%
Public Defenders Office	\$375,219	\$59,735	15.92%
Maryland Environmental Services	\$36,674,340	\$5,811,735	15.85%
Planning	\$535,663	\$82,249	15.35%
Human Resources	\$46,983,618	\$6,937,866	14.77%
Workers Compensation	\$458,633	\$65,405	14.26%
Department of Natural Resources	\$4,591,425	\$651,581	14.19%

MBE Goal Summary by State Agency			
(sorted by MBE Goal Achieved)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement	MBE Goal Achieved
University of Maryland, College Park	\$248,284,124	\$32,711,317	13.17%
Public Service Commission	\$612,462	\$80,074	13.07%
Department of Budget & Management	\$471,601,502	\$60,776,622	12.89%
Public School Construction	\$401,956,208	\$49,771,997	12.38%
MDOT Maryland Port Administration	\$68,603,910	\$8,350,783	12.17%
Public Works	\$80,040	\$9,412	11.76%
Department of Housing & Community Development	\$4,105,895	\$477,885	11.64%
Secretary of State	\$79,916	\$9,184	11.49%
University of Maryland, University College	\$23,388,654	\$2,561,723	10.95%
University of Maryland, Baltimore County	\$32,896,058	\$3,428,736	10.42%
Morgan State University	\$32,468,707	\$3,373,653	10.39%
Frostburg State University	\$13,403,979	\$1,355,500	10.11%
Coppin State University	\$8,467,257	\$837,728	9.89%
University of Maryland Eastern Shore	\$8,525,372	\$789,805	9.26%
Military Department	\$2,030,035	\$179,057	8.82%
Department of Agriculture	\$2,283,296	\$198,780	8.71%
Baltimore City Community College	\$12,879,118	\$925,639	7.19%
Prosecutors Office	\$7,036	\$477	6.78%
Higher Education Commission	\$566,679	\$33,483	5.91%
University of Baltimore	\$14,213,458	\$718,689	5.06%
Salisbury State University	\$12,636,031	\$616,573	4.88%
Human Relations Commission	\$28,496	\$1,233	4.33%
Saint Mary's College	\$20,583,218	\$818,520	3.98%
Treasurer's Office	\$10,035,752	\$392,741	3.91%
MDOT Office of the Secretary	\$2,121,432	\$77,284	3.64%
Maryland State Police	\$20,183,333	\$664,706	3.29%
Maryland Public Television	\$13,372,051	\$324,098	2.42%
Attorney General's Office	\$249,900	\$5,026	2.01%
Insurance Administration	\$2,113,605	\$37,734	1.79%
Veteran Affairs	\$9,860,443	\$127,827	1.30%
Peoples Council	\$461,863	\$3,704	0.80%
Board of Contract Appeals	\$0	\$0	0.00%
Canal Place Preservation	\$479,850	\$0	0.00%
Emergency Management Agency	\$0	\$0	0.00%
Subsequent Injury Fund & Uninsured Employers	\$40,701	\$0	0.00%
Supplemental Retirement	\$0	\$0	0.00%

MBE Goal Summary by State Agency			
(sorted by MBE Goal Achieved)			
Agency Name	Total Procurement (Including MBE)	MBE Procurement	MBE Goal Achieved
Transportation	\$0	\$0	0.00%
University System of Maryland	\$0	\$0	0.00%
Totals	\$4,549,669,468	\$954,263,508	20.97%

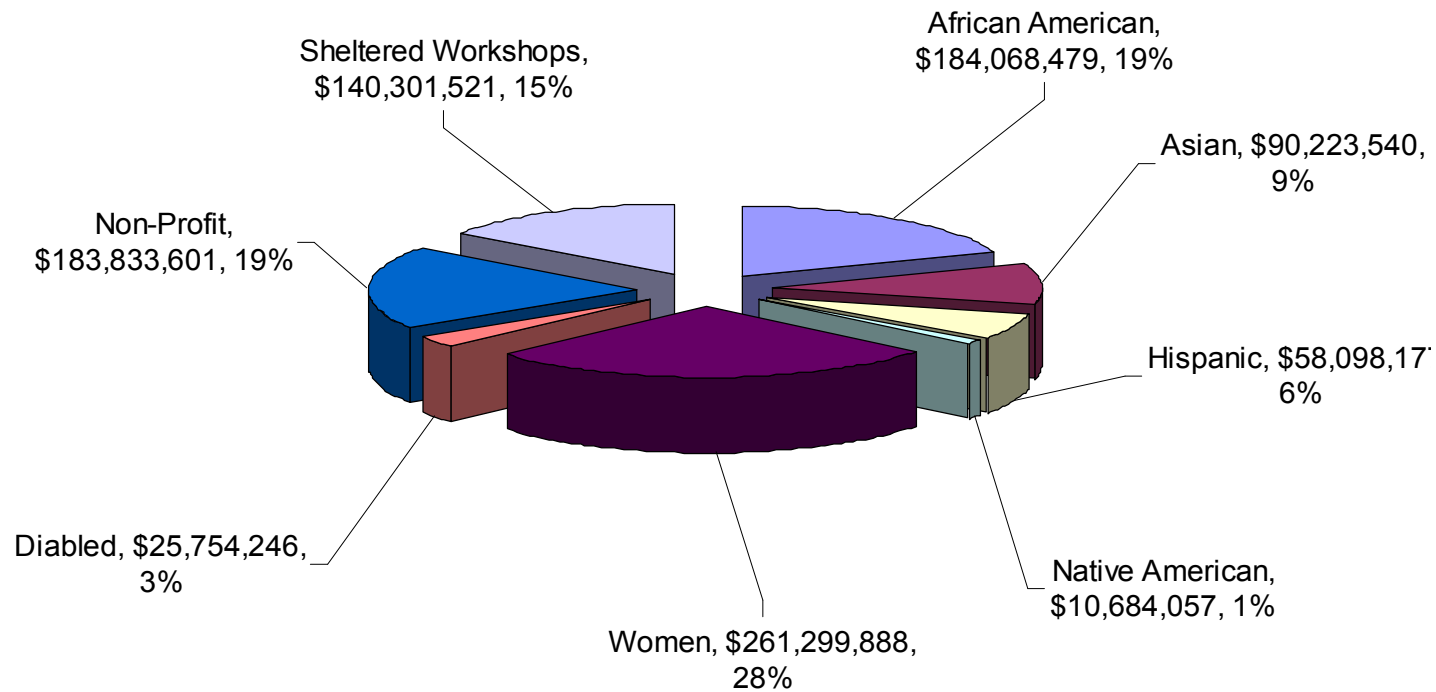
Purchase Card (P-Card) Use by State Agency			
(sorted by Total Agency P-Card Procurement)			
Agency Name	Total P-Card Procurements (Including MBE)	MBE P-Card Procurement	MBE Goal Achieved
University of Maryland, College Park	\$49,188,308	\$1,039,154	2.11%
University of Maryland, Baltimore	\$32,185,866	\$1,335,811	4.15%
Department of Health & Mental Hygiene	\$16,704,720	\$1,414,183	8.47%
MDOT State Highway Administration	\$13,055,314	\$652,716	5.00%
University of Maryland, Baltimore County	\$12,478,866	\$981,292	7.86%
Towson University	\$9,012,653	\$743,289	8.25%
Morgan State University	\$5,326,894	\$323,532	6.07%
MDOT Maryland Transportation Authority	\$4,788,297	\$126,113	2.63%
University of Maryland, Eastern Shore	\$4,156,596	\$62,224	1.50%
Salisbury State University	\$3,108,805	\$129,872	4.18%
MDOT Maryland Transit Administration	\$2,661,273	\$0	0.00%
University of Maryland, University College	\$2,225,646	\$53,880	2.42%
University of Baltimore	\$1,989,100	\$178,173	8.96%
Frostburg State University	\$1,981,479	\$27	0.00%
Department of Public Safety & Correctional Services	\$1,926,670	\$13,202	0.69%
Department of Natural Resources	\$1,901,844	\$259,670	13.65%
St. Mary's College	\$1,667,867	\$24,125	1.45%
Human Resources	\$1,629,471	\$254,397	15.61%
Department of Juvenile Services	\$1,308,937	\$91,887	7.02%
Military Department	\$1,098,037	\$40,862	3.72%
Bowie State University	\$839,170	\$3,342	0.40%
Department of Business and Economic Development	\$810,865	\$72,776	8.98%
Coppin State University	\$791,611	\$265,395	33.53%
Department of Housing & Community Development	\$786,805	\$60,489	7.69%
MDOT Maryland Aviation Administration	\$756,242	\$22,170	2.93%
Maryland Public Television	\$569,609	\$21,748	3.82%
Depart of Environment	\$496,494	\$90,543	18.24%
Maryland State Police	\$307,424	\$25,941	8.44%
Comptroller of Maryland	\$302,872	\$35,157	11.61%
Department of General Services	\$300,915	\$30,749	10.22%
Department of Agriculture	\$288,070	\$6,914	2.40%
Department of Education	\$223,172	\$223,172	100.00%
Department of Assessments & Taxation	\$200,735	\$12,437	6.20%
Baltimore City Community College	\$177,392	\$177,392	100.00%
Public Service Commission	\$142,078	\$7,527	5.30%

Purchase Card (P-Card) Use by State Agency			
(sorted by Total Agency P-Card Procurement)			
Agency Name	Total P-Card Procurements (Including MBE)	MBE P-Card Procurement	MBE Goal Achieved
Department of Budget & Management	\$100,364	\$8,536	8.51%
Maryland State Archives	\$99,837	\$0	0.00%
Maryland State Lottery Agency	\$97,621	\$16,294	16.69%
Higher Education Commission	\$72,115	\$8,816	12.22%
Maryland Food Center Authority	\$66,749	\$7,101	10.64%
Maryland Stadium Authority	\$65,936	\$9,708	14.72%
Department of Labor, Licensing & Regulation	\$46,063	\$0	0.00%
Department of Aging	\$42,858	\$0	0.00%
Maryland Environmental Services	\$38,945	\$5,086	13.06%
Peoples Counsel	\$33,885	\$2,322	6.85%
Maryland State Retirement Agency	\$29,165	\$1,881	6.45%
Canal Place Preservation	\$18,996	\$0	0.00%
Public Defender's Office	\$7,817	\$7,817	100.00%
Executive Department	\$6,862	\$6,862	100.00%
Prosecutors Office	\$6,414	\$0	0.00%
Attorney General's Office	\$5,900	\$0	0.00%
Subsequent Injury Fund & Uninsured Employers	\$4,810	\$0	0.00%
Treasurer's Office	\$2,051	\$0	0.00%
Tax Court	\$1,463	\$0	0.00%
Automobile Insurance Fund	\$0	\$0	0.00%
School of the Deaf	\$0	\$0	0.00%
Elections	\$0	\$0	0.00%
Human Relations Commission	\$0	\$0	0.00%
Insurance Administration	\$0	\$0	0.00%
Planning	\$0	\$0	0.00%
Public School Construction	\$0	\$0	0.00%
Public Works	\$0	\$0	0.00%
Secretary of the State	\$0	\$0	0.00%
MDOT Maryland Department of Motor Vehicle	\$0	\$0	0.00%
MDOT Office of the Secretary	\$0	\$0	0.00%
MDOT Maryland Port Administration	\$0	\$0	0.00%
Veteran Affairs	\$0	\$0	0.00%
Workers Compensation	\$0	\$0	0.00%
Totals	\$176,137,948	\$8,854,584	5.03%

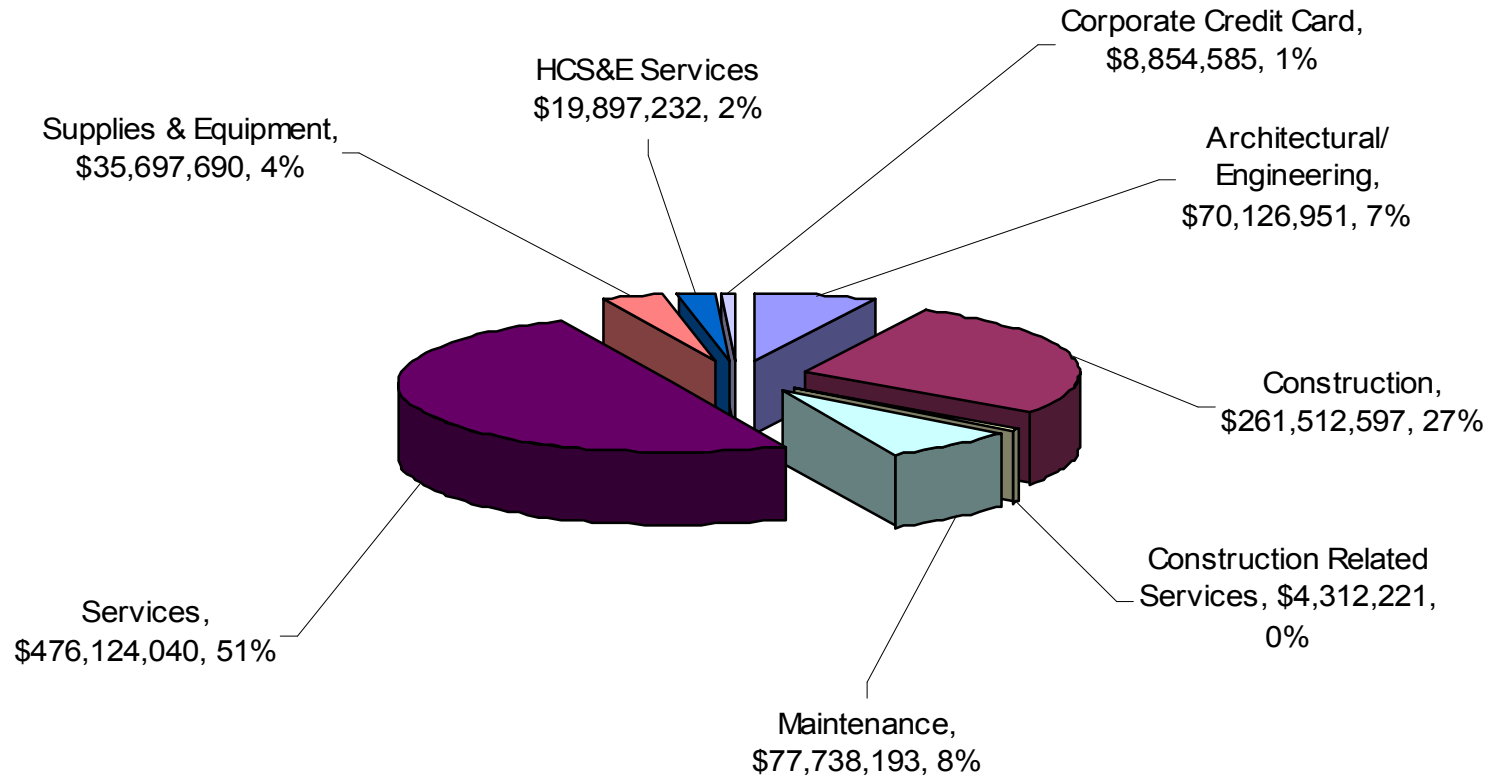
Waiver Report by State Agency	
Agency Name	Number of Waivers
Department of Aging	162
Department of Agriculture	70
Maryland State Archives	20
Department of Assessments & Taxation	13
Attorney General's Office	11
Automobile Insurance Fund	10
Baltimore City Community College	10
Bowie State University	8
Department of Budget & Management	5
Department of Business and Economic Development	5
Canal Place Preservation	4
Comptroller of Maryland	3
Coppin State University	2
School of the Deaf	2
Department of Education	1
State Board of Elections	1
Department of Environment	1
Maryland Environmental Services	1
Executive Department	1
Maryland Food Center Authority	0
Frostburg State University	0
Department of General Services	0
Department of Health & Mental Hygiene	0
Higher Education Commission	0
Department of Housing & Community Development	0
Human Relations Commission	0
Human Resources	0
Insurance Administration	0
Department of Juvenile Services	0
Department of Labor, Licensing & Regulation	0
Maryland State Lottery Agency	0
Military Department	0
Morgan State University	0
Department of Natural Resources	0
People's Counsel	0
Planning	0
Maryland State Police	0
Prosecutors Office	0

Waiver Report by State Agency	
Agency Name	Number of Waivers
Public Defenders Office	0
Department of Public Safety & Corrections	0
Public School Construction	0
Public Service Commission	0
Maryland Public Television	0
Public Works	0
Maryland State Retirement Agency	0
Salisbury State University	0
Secretary of State	0
St. Mary's College	0
Maryland Stadium Authority	0
Subsequent Injury Fund & Uninsured Employers	0
Tax Court	0
Towson University	0
MDOT Maryland Aviation Administration	0
MDOT Maryland Department of Motor Vehicle	0
MDOT Office of the Secretary	0
MDOT Maryland Port Administration	0
MDOT State Highway Administration	0
MDOT Maryland Transit Administration	0
MDOT Maryland Transportation Authority	0
Treasurer's Office	0
University of Baltimore	0
University of Maryland, Baltimore	0
University of Maryland, Baltimore County	0
University of Maryland, College Park	0
University of Maryland, Eastern Shore	0
University of Maryland, University College	0
Veteran Affairs	0
Workers Compensation	0
Total	330

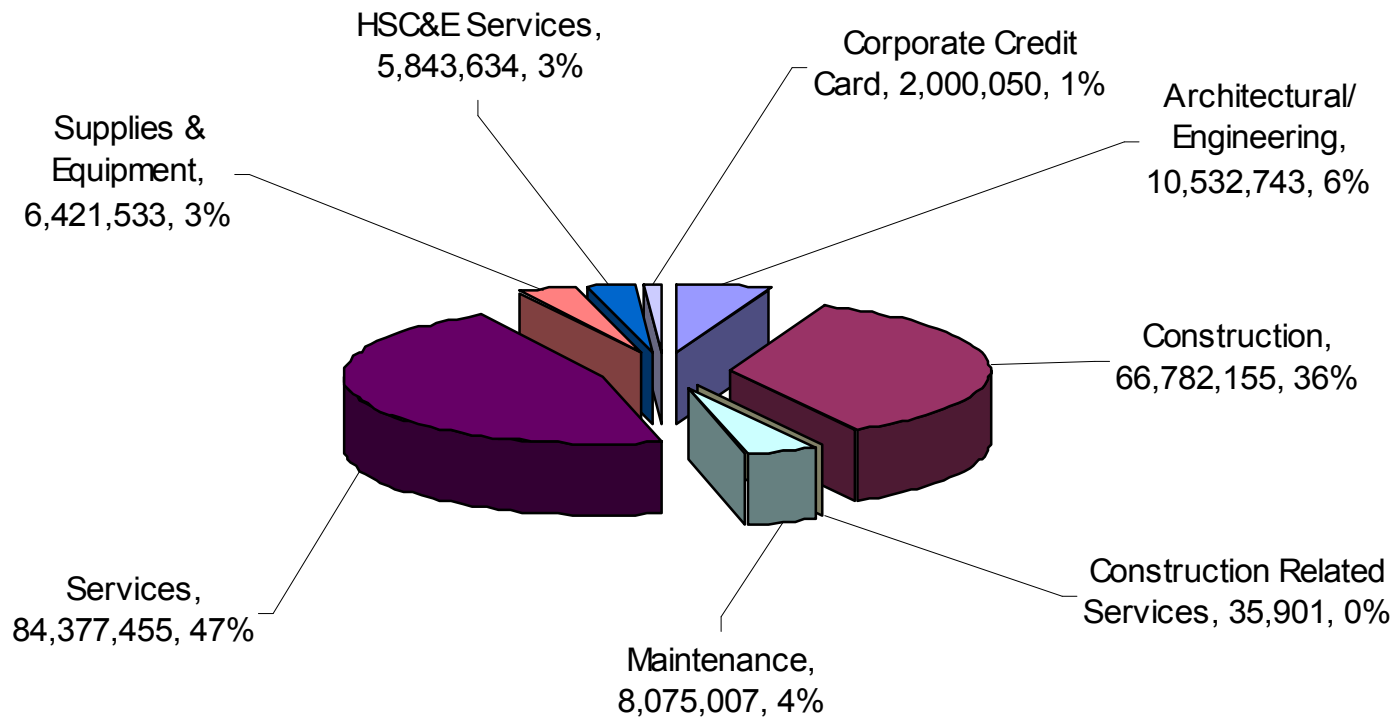
Procurement Awards to MBEs by Classification



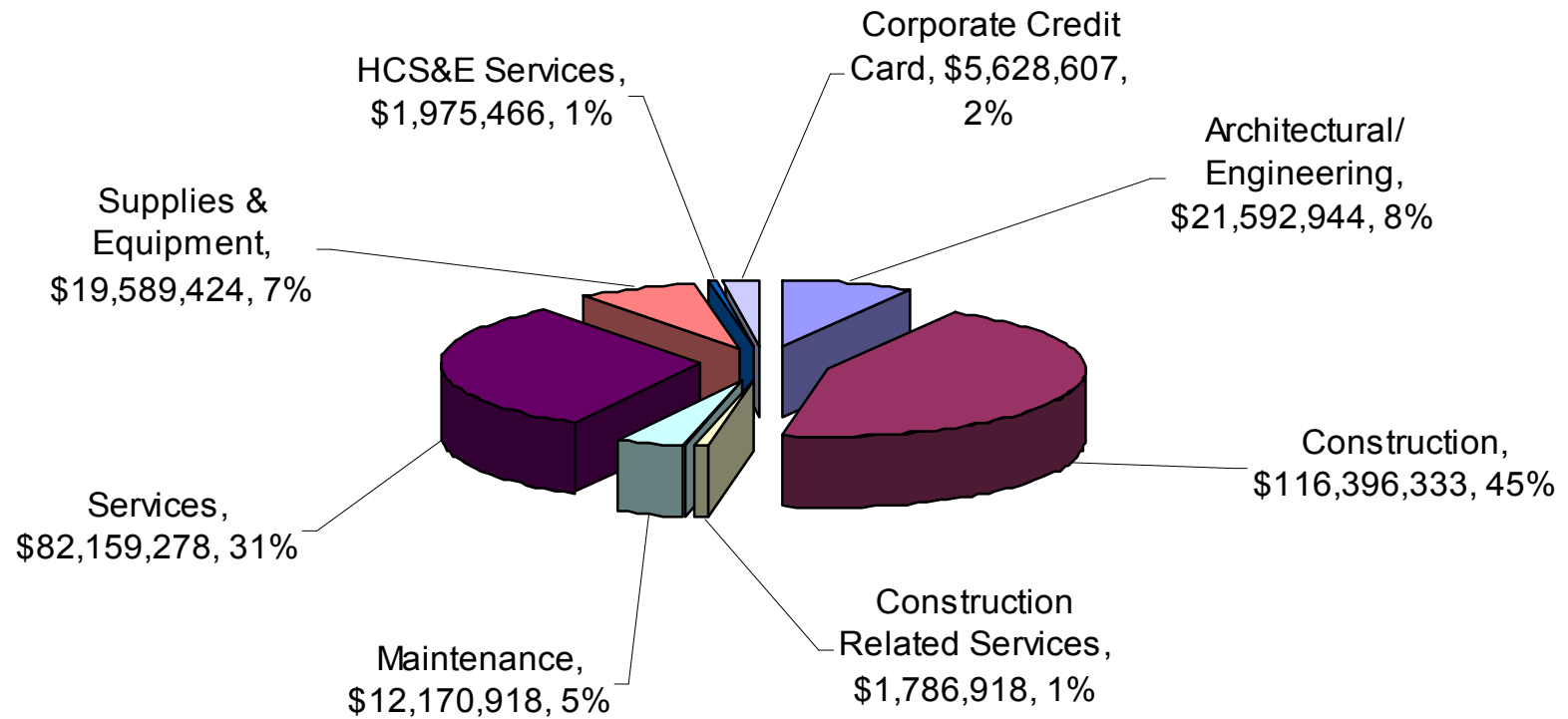
Procurement Awards to MBEs by Procurement Category



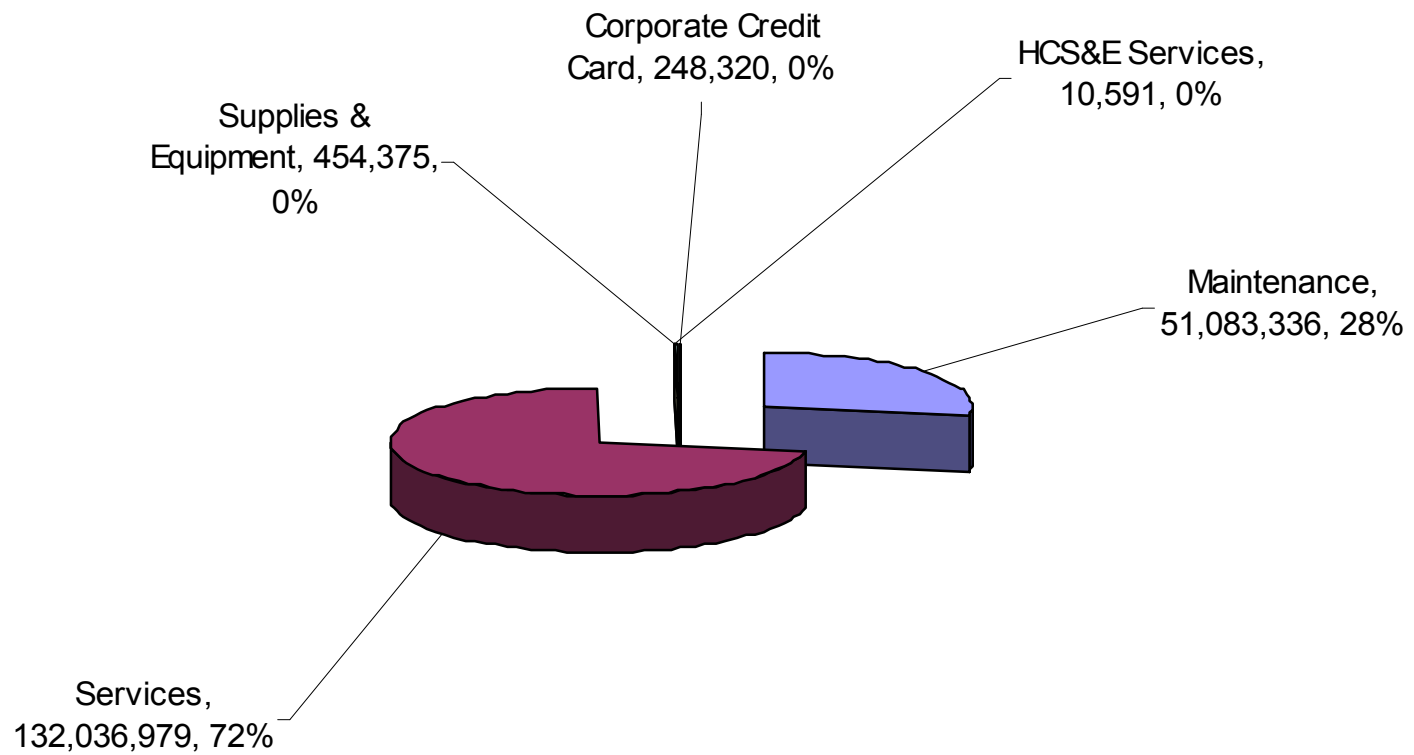
Procurement Awards to African American-Owned Firms by Procurement Category



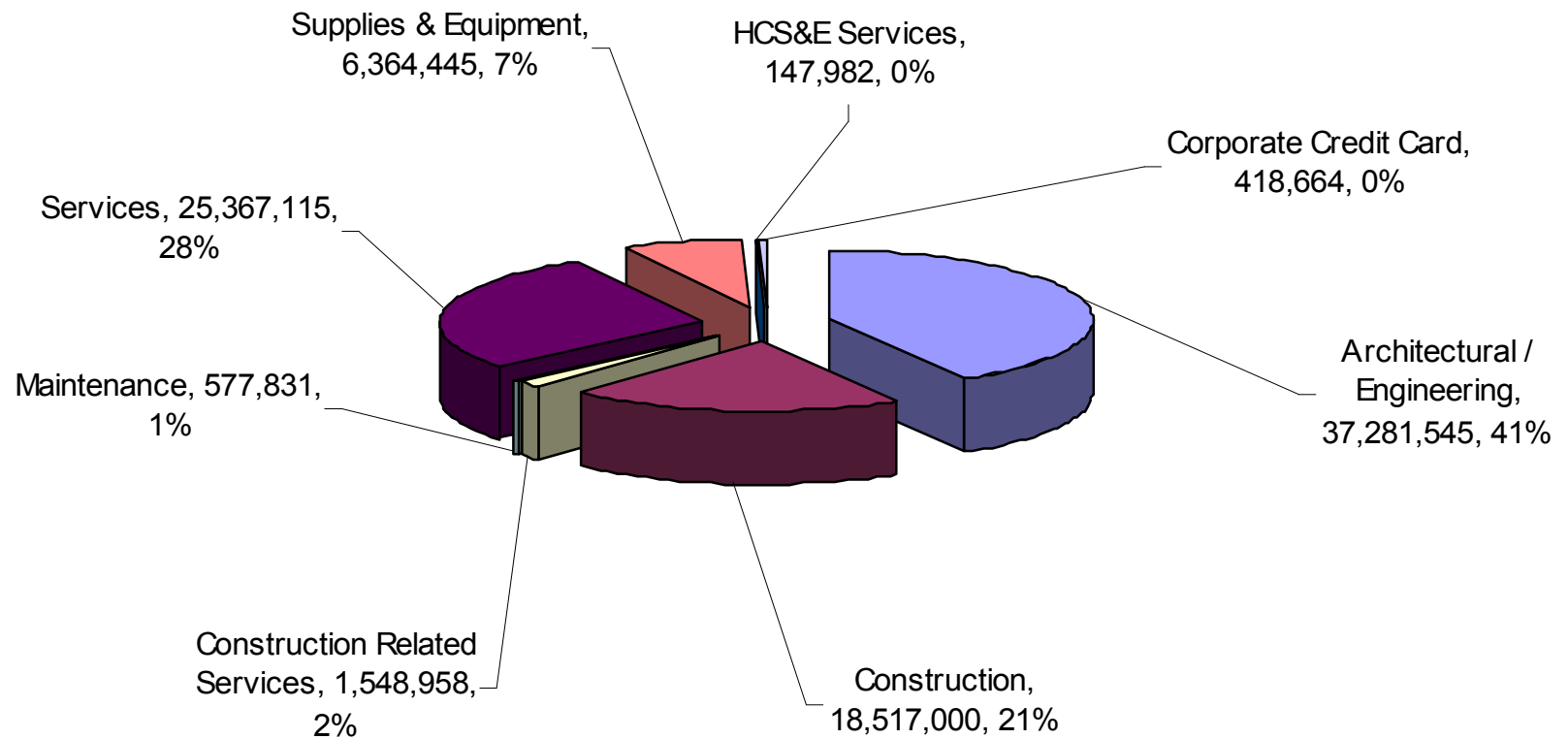
Procurement Awards to Woman-Owned Firms by Procurement Category



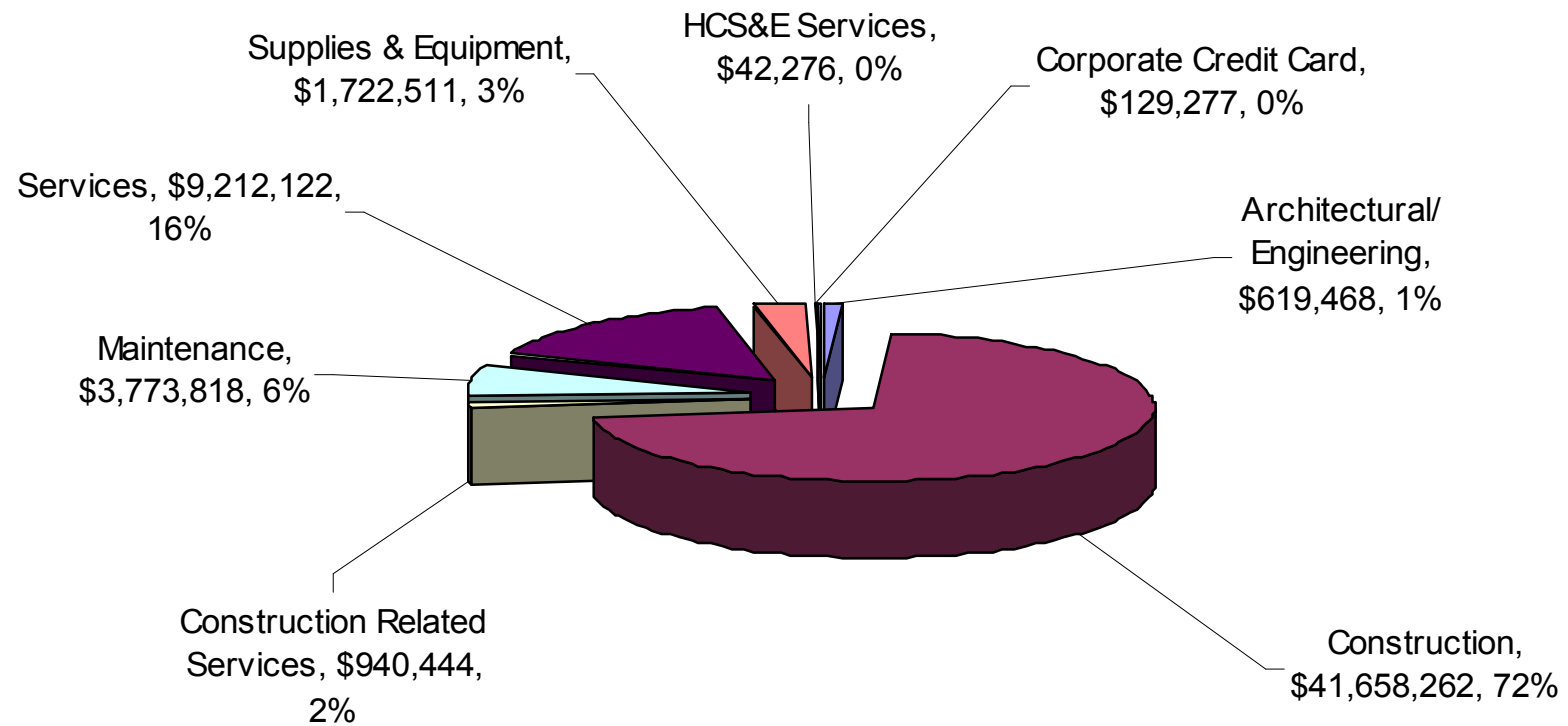
Procurement Awards to Non-Profits by Procurement Category



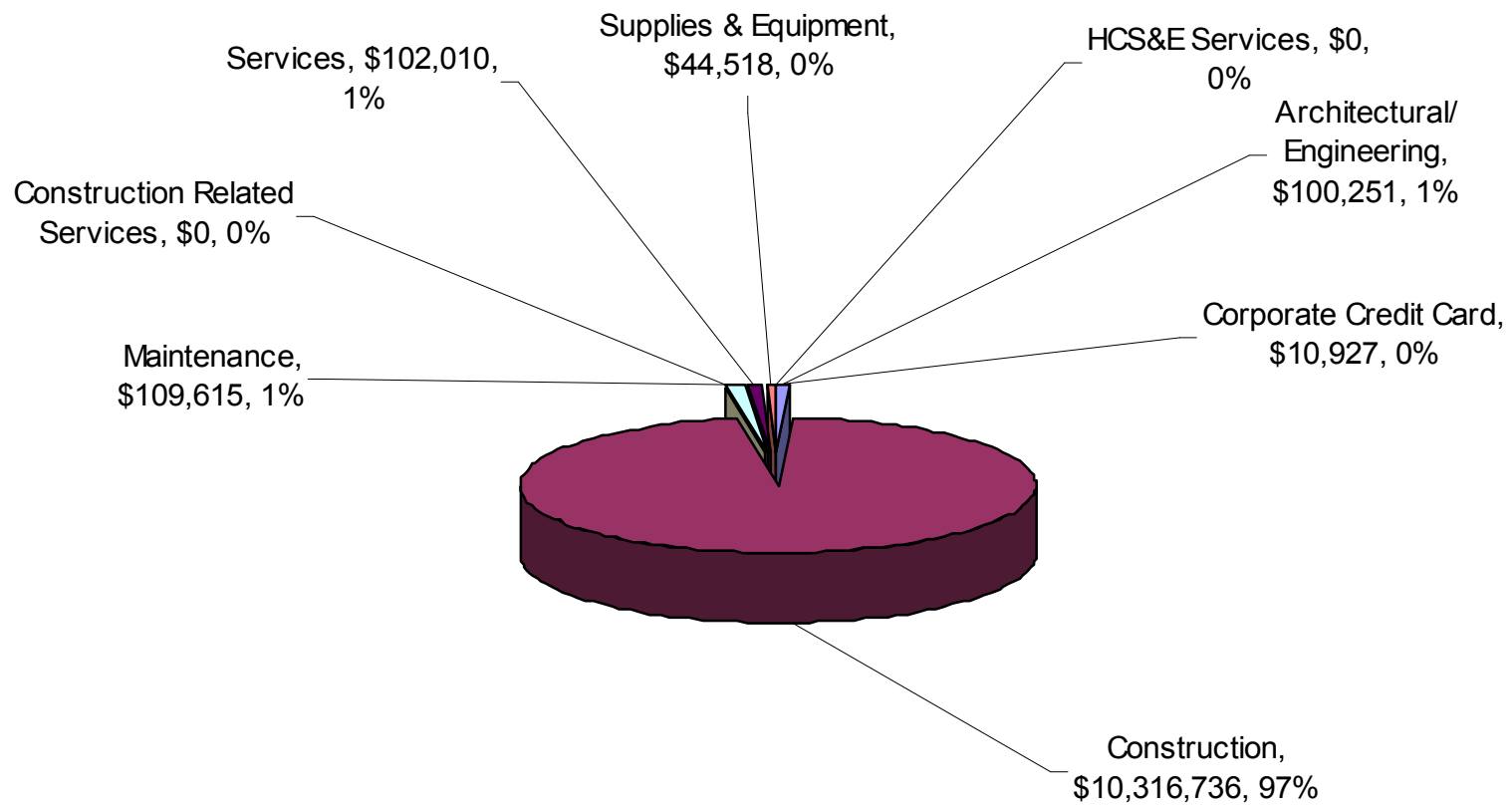
Procurement Awards to Asian American-Owned Firms by Procurement Category



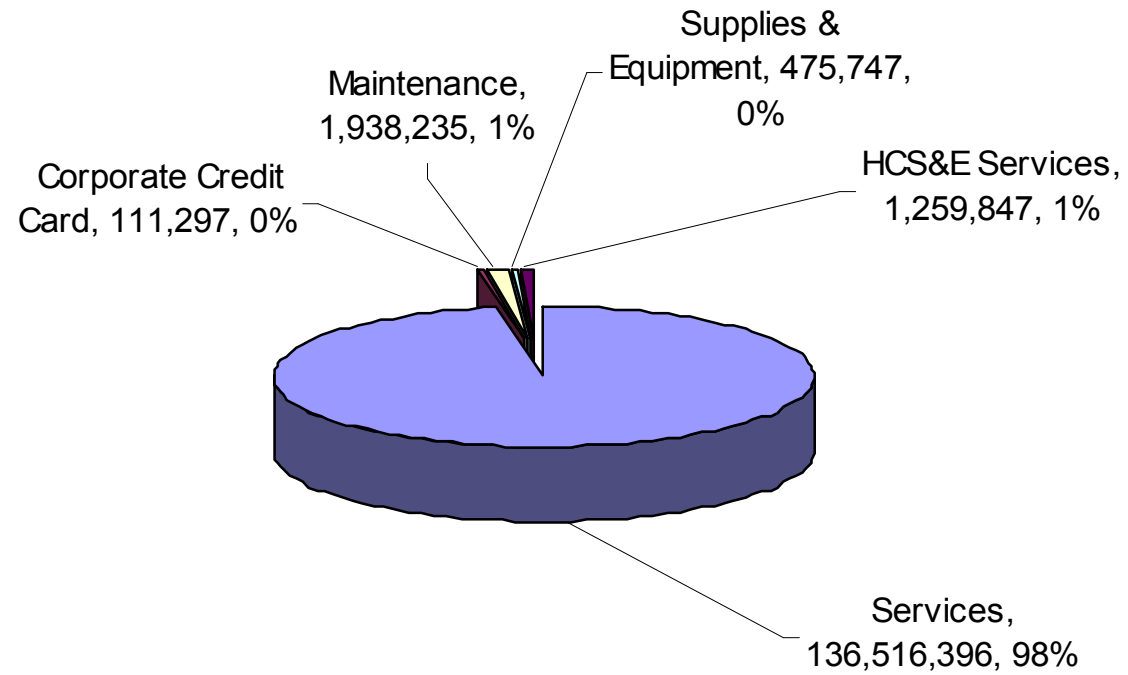
Procurement Awards to Hispanic-Owned Firms by Procurement Category



Procurement Awards to Native American-Owned Firms by Procurement



Procurement Awards to Sheltered Workshops by Procurement Category



Procurement Awards to Disabled-Owned Firms by Procurement Category

